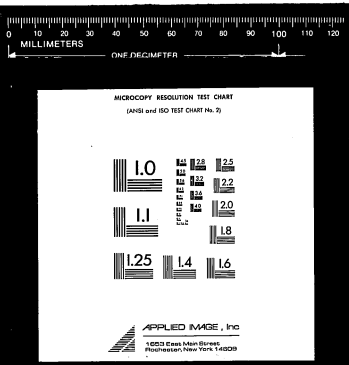


# 14:1

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# Thomas A. Edison Papers

## *A SELECTIVE MICROFILM EDITION*

## *PART III*
## *(1887–1898)*


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**1993**



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**Thomas A. Edison Papers**

**at**

**Rutgers, The State University**

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**18 June 1981**

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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

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# START

127

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## 1889. Mining - Foreign (D-89-52)

This folder contains correspondence and other documents relating to mining and ore milling in Canada, Chile, Europe, and New Zealand. Some of the items deal with inquiries about Edison's ore milling and processing machinery. Other documents pertain to ore samples sent to Edison from various sources. Among the correspondents are Osgood S. Wiley, an Edison agent in the United Kingdom who was dismissed in 1889; James Dredge, the coeditor of *Engineering*; and S. J. Ritchie, a businessman seeking to utilize Edison's ore milling process in Canada.

Approximately 60 percent of the documents have been filmed. The following categories of documents have not been filmed: routine correspondence regarding foreign mining properties and ore samples sent to Edison for assay; correspondence about Alfred O. Tate's Canadian business dealings with George D. Dickson and W. H. Dean; letters of transmittal; duplicate copies of selected documents.

[illegible] Wiley England

London Jan 2 1889

T. A. Edison

Dear Sir

I send to my brother today a Doctors Certificate & also letter from a responsible business man who has seen me daily – my brother will forward them to you & I trust they will satisfy you & I hope you will send me the name of the Damn liar & I will give him a rare taste of English law for libel

Yours Truly

O. S. Wiley

Ore Milling England

London Jan 2d 1889

Dear Sir

I enclose Dr Certificate relative to charges made also one from Mr Plumb who has seen a good deal of me — I hope this will satisfy you — I can also get the Hotel Manager to write you but did not do so as I did not want any one to know I was even suspected of acting so foolishly — Out of Justice to me I think it no more than fair I should know who this person was who has so lied about me the worriment it has & will cause me until I hear from you is something great I have not spoken to Mr Dredge about it but he has seen me so much he could tell you to the Contrary — We are getting to work & I Expect in three weeks to have the Ore

Plant in working order I trust
you will send me the letter written
you - I am almost sure I [illegible]
the Author of it -

**[ENCLOSURE]**

Dr. Milling Eng Panel.

ST GEORGE'S HOSPITAL,

HYDE PARK CORNER, S.W.

Jan 1st 1889.

To.
Mr Edison.

Dear Sir,

At Mr Willey's request I furnish you with the following particulars of the short illness he had about a month ago and during which I attended him.

I was called to the First Avenue Hotel and found Mr Willey complaining of great pain in his right side. I examined him and found that he had fractured his seventh rib. There was severe contusion of

**[ENCLOSURE]**

the surrounding parts and rupture of a few of the intercostal muscular fibres. He explained to me the manner in which he met with the accident (by being thrown onto the splash board of a "hansom") which would account exactly for the nature and situation of the injuries received.

Mr Wiley was not nor has he been at any time during the past two months suffering from Delirium Tremens. I can say this with absolute certainty as I have seen him nearly every day during that period as I had another patient in the Hotel who occupied

[ENCLOSURE]

a room adjoining and with whom Mr Wiley was on intimate terms.

I am,
Dear Sir,
Yours Sincerely
Frank N. J. MacNicars.

Thomas Alva Edison, Esq.

[ENCLOSURE]

On Missing England

THE COWLES ELECTRIC SMELTING & ALUMINIUM PROCESS.

THE COWLES SYNDICATE COMPANY, LIMITED,
36, LOMBARD STREET,
LONDON, E.C. 2d Jany. 1889.

Telegraphic Address—"Alumish, London."

O. S. Wiley Esq.,
London.

My dear Sir:—

In response to your enquiry of yesterday's date, it affords me pleasure to state that since a day or two subsequent to your arrival here, I have seen or been with you almost daily, and I can say most definitely that if any body alleges that during that time you have been intemperate, or ill from drinking it is absolutely false — a falsehood made from entirely whole cloth — On the contrary had there been any drinking done by you I must have seen it, and such is not the case

Yours very truly,
For THE COWLES SYNDICATE Co. Ld.
B. M. Plumb,
Managing Director.

Ores Imm

OVIATT & ALLEN,
ATTORNEYS,
OVIATT'S BLOCK, 102 N. HOWARD STREET,
AKRON, OHIO.

Akron, O. January 15th, 1889.

Mr Thomas A. Edison

Dear Sir:

In compliance with your request when at our office on the 7th, of this month, we have sent you, by express, to-day, a sample, weighing about 35 pounds, of the iron ore, with which you said you desired to make further experiments. This is the same kind of ore that was obtained by one of your agents at Coe Hill, in Canada, and with which you have already experimented.

We have also requested samples of the copper and nickel ores from Sudbury to be sent here to us, and upon receipt of them will forward same to you, with sample also of the matte we are now making.

Mr S. J. Ritchie a resident of this city who is largely interested in the copper and nickel mines, and the iron mines with which we are connected, is now in New York, and desires the privilege of calling upon you and pursuing the conversation we had with you at our office. He has been at your place some 5 or 6 times, but has been unable to see you. We trust that you will be so kind as to grant him a short interview, for we have several metallurgical problems in connection with these ores that are of vital importance to us.

Very truly

Oviatt & Allen

(dictated)

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.

TELEPHONE No. 3603.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.
Offices, 35 & 36, Bedford St. Strand,
London, W.C.

Ans
Jan 29/89

16 day of January 1889

T. A. Edison Esqre

Dear Sir,

I have questioned Mr. Wiley on the subject of the £60 advanced by Mr Gomand. He tells me, that the advance was made for the purpose of executing a commission with which you had entrusted, & that you are fully acquainted with the circumstances. I trust this is satisfactory. The separator will be erected shortly, and I trust you will be satisfied that I have had it done as economically as possible.

Will you please give me exact instruction as to what you wish done, in the way of showing & publishing the machine, when it is ready? I have no information as to the gold separating arrangement which is of course the most important. Although I cannot take personal interest in this matter, I desire to carry out your wishes as fully as possible, and for that reason am very desirous of knowing what they really are.

If I might make the suggestion £4 a week are ample to pay Mr. Wiley's current expenses, together with the part of his salary.

Yours faithfully
James Dredge

Ore Milling England

[illegible] Jan 17. 1889

Dear Mr Tate

Relative to the £60. I should have — when I first came here — not knowing my way about I was compelled to use cabs & I was going to the Crystal Palace nearly every day & I soon ran ahead of my stated allowance of 6 £ weekly I supposed I could save some out of it now but you have no idea how expensive it is here — I also bought some clothes — Now I would not care for Dredge to

Knowing Tie overdrawn I told him yesterday That I would settle it with you personally - my plan is this - as soon as I hear from you - I will notify Mrs Wiley to not draw so much weekly as you may suggest to me - I would prefer Mr Edison's not knowing Tie overdrawn but of course you know best - you can be assured it will all be paid up - Please advise me at once about this & as I say it is not necessary for Dredge to know it as the money came from Col Gouraud - I am sure

I know the man who wrote those lies about me - it is a man named Dan Boyd who stops at the 1st ave Hotel - He is a swindler & will soon be taken in - Will you please let me know who it was out of Justice to myself His Crowd offered me £2000 if I would let them see the Ore Machinery before any one else & before the patent papers came - this I refused to do & hence they turned around on me & took those means of

retaliation – We are now
beginning erecting the
One Separator & I hope
in three weeks or less
to have it working – I have
Engine & fan free of
charge & Dredge says
I am doing well with it
So that is all that is
necessary – with regards to
all

Yours Truly
O S Wiley

1st Ave Hotel

L

FIFTH AVENUE HOTEL,
MADISON SQUARE, NEW YORK.

Jany 19/89

Thomas A Edison
Dear Sir

Agreeable to our arrangement on Thursday a bbl of Copper & Nickel on and a bbl of Iron on was this afternoon sent by Express from Cleveland addressed to your laboratory at Orange. I expect our people will be here on Tuesday morning and if they do we will all go direct to your place to see the ore put through

Very truly Yours
J J Ritchie

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 5 | Ui | ab | 2 paid |

Received at 916 Jan 21 1889

Dated New York 21

To Thomas A Edison

Orange N J

Have two barrels of ore arrived at your laboratory by express from Cleveland Ohio. Your people expect to be at your place tomorrow afternoon answer 5th Ave Hotel

S. J. Ritchie

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

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THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 16 | Ui | ab | 17 paid 4 ex |

Received at ORANGE, N.J. 1220 Jan 22 1889

Dated New York 22

To Thomas A Edison

Orange N J

The Akron people are here and we will all be over tomorrow morning

S. J. Ritchie

5th Ave Hotel

Mr Milling Engineer

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.

TELEPHONE No. 3683.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.
Offices, 35 & 36, Bedford St. Strand,
London, W.C.

25 day of January 1889

Ans Feb 13/89

T. A. Edison Esqre

Dear Sir,

I beg to acknowledge receipt of your favor of the 15th informing me you have honored my draft.

I trust you will approve of what I have done in reference to the milling machinery which will be completed in a few days.

Considerable alteration was necessary to make the space given us by Mem Vautin & Co available for the purpose.

I have made a contract with a reliable person, to remove partition, reconstruct, and erect the separator, ready for running, except the engine for £67.5.0.

As regards the engine, I have felt it best for many reasons to decline the offer made for lending a gas engine. I do not like, & I think you would not like, to be under any obligation, and as it is obvious no one would lend an engine for philanthropic reasons, there must be an axe to grind, & one never knows the size and ultimate object of the implement. I have therefore preferred to hire an engine, which with a man to drive it will cost £10 a month

The fixing of the engine will be a very small matter. Some transmission shafting will have to be provided. I have incurred some small expense, in the service of a gentleman connected with Mem Vantin, as I considered it money well spent. The expense in working will be, apart from Mr. Wiley, the fuel for the engine, water for condensing and some small incidental expenses.

I have been somewhat more careful in arranging the details of this outlay, than if I had been spending my own money, & you will I think be pleased with the installation

Yours faithfully

James Dredge

Oreland Min.

OFFICE OF

H. P. McINTOSH,

Rooms, 9 and 10 Wade Block,

No. 108 Superior St.

Ans. 23/2/89.

Cleveland, Ohio. Jan. 29 1889.

Edison's Laboratory,

Orange, N. J.

Gentlemen:-

While in New York I ordered the Superintendent of the Central Ontario Ry., to ship to me at Orange, N. J., a barrel of Titanium iron ore. I had it shipped in my name so that the parties there would get no clue as to what we are working on.

When it arrives at Newark please take charge of it, treat it, etc., reporting the results to us. If it is necessary for you to have any other order than this to get it, please inform me and I will send whatever order is necessary.

Yours Resp'y,

H. P. McIntosh

Rec'd Telegram
F.H.M.
In Oil Mining Bundling

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 3663.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.
Offices, 35 & 36, Bedford St. Strand,
London, W.C.

30 day of January 1889

T. A. Edison Esqre

Dear Sir,

I have been to day to Messrs. Vantin's works, to settle the arrangements about the separator; the work is nearly finished now and I think the place will be very creditable; I dont know the proper speed at which the dynamo should be run, but I doubtedly we shall get at it by trial. I do not know if you propose that the magnet should be held entirely by the suspending screws, but I intend to block it slightly from below; everything else seems quite clear. As soon as you are ready for the gold separation experiment, we shall be able at Messrs Vantin's place, to obtain a large number of samples to treat. Will you let me know if you would like, or otherwise, to have an illustrated notice in Engineering, and whether you would like to have some general press notices after the machine is in operation. Yours faithfully

James Dredge

FIFTH AVENUE HOTEL
MADISON SQUARE, NEW YORK.

Feb 4/89

Jany 30 1889

Thomas A Edison Esq
Dear Sir

I would like your estimate of the cost of a plant for treating five hundred tons of iron ore per day such as you are treating from Canada

2nd After the plant has been erected I would like to know at what price per ton you will treat these ores making the separation of both sulphur & silica

3rd How soon could such a plant be put up and be producing ore for shipment

Are you willing to take contract for treating large quantity of ore?

If your process should prove successful our company would probably wish to control the right to use it in Canada and until that is determined would desire that no rights be sold to other parties in Canada. Your answer to all the above would very much oblige

Very truly yours
S J Ritchie

Please write me at Akron O upon receipt of this as our company will have a meeting Saturday or Monday and I would like to hear something to lay before them

[ATTACHMENT. CA. FEBRUARY 4, 1889]

"Cable Address
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

1889-01-30.

Orange, N.J. _____ 188

1st

Cost of 400 plant for ton of concentrate per day from 40 pct ore is at Allentown $27,000 - 200 tons of raw ore is run through. Your ore is richer so 200 tons would give you say 175 tons concentrate hence for 500 tons concentrate daily plant would cost roughly $75000.

2nd Cant give figures very closely at present but think money could be made at 60 @ 70 cent per ton crude ore

---

"Cable Address
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

1889-01-30. 2

Orange, N.J. _____ 188

3rd

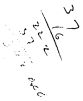
Plant could be put up in two months.

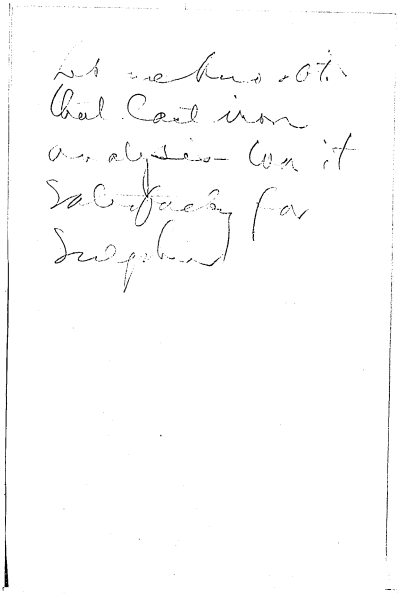
4th Am will to make a Contract with the Co for Iron seperating on same basis as our Allentown Contract but not until our mill there has run a week or so that we can get data to Calculate on - Mill is now being built.

5th Will not deal with any others for Canada ~~for~~ for Couple months at any rate

E

[ATTACHMENT. CA. FEBRUARY 4, 1889]





MEMORANDUM.

To Mr A. E. Tate

From JOHN WILEY & SONS,
15 Astor Place, New York.

Feb 2 1889

Dear Sir, I enclose herewith a clipping from the "Iron Age" on the Magnetic Rolls.

I have rec'd another letter from Mr Dredge (last night) & would like Mon to make some arrangement with Mr Edison to see me tomorrow (Sunday)

Kindly advise me by telephone care of my father Mr Jno Wiley. His telephone number is 185 Orange (Mr E P Hamilton) what time I can see him oblige

Yours truly
Wm J Wiley

one milling - England

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Feb. 6th. 1889.

T.A. Edison Esqr.
Orange, N.J.

Date allowed to this

Dear Edison,

Re Mr. Wiley's account.

Referring to your letter of Feby. 2 and Mr. Wiley's verbal statement to-day that you had now received a proper statement of his account from himself, I have, in accordance with your request, drawn upon you for the amount of my advances to Mr. Wiley as per account already rendered: the draft being forwarded to Messrs Drexell Morgan & Co., of New York, for collection. Mr. Wiley has just been to me for further advances upon the ground that material which he has bought and which was to be delivered within a few hours c.o.d., would not be left unless he paid for it, and he could not get the money from Mr. Dredge as he was not at his office, and did not know when he would be there. I explained to Mr. Wiley that you had requested me to make him advances, and moreover you had, from your letter, not appeared to have appreciated

the motive which prompted me to put myself to the inconvenience of making him advances in the first instance. Thereupon Mr. Wiley explained to me the exceedingly unpleasant and unsatisfactory relations that he had with Mr. Dredge and that he had recently been obliged to borrow £15 or so from some comparative strangerin order to meet the payments incidental to the erection of the Ore Milling apparatus. Of course you may think that this is nobusiness of mine, but when I point out to you the reason why itis a matter of concern to meyou may think differently. Mr. Wiley is here in connection with some business of yours in which I have nohing whatever to do, it is true, but at the same time, everybody will naturally suppose that I have something to do with it, and whether I have or not, you are known to have something to do with it and so, your credit, primarily, and mine, by induction, is equally involved in any question of credit concerning Mr. Wiley's operations here. The recent complications with Mr. Dredge and Mr. Wileycompel me to say that if Mr. Wiley is to proceed here with this Ore Milling business as no doubt he is to do, you should have a satisfactory understanding with Mr. Wiley and Mr. Dredge, and make provision for Mr. Wiley's expenses, so as to save all concerned from discredit.
I objected to make Mr. Wiley any advance in faith of your request that I should not do so, but he put his case so strongly that there seemed to be no alternative on my part but to advance him the small

amount required,(and the smaller the amount the greater the scandal in this case,)which I have accordingly done.

I sincerely trust that there will be no complications here, arising out of the Ore Milling business, that may prejudice the Phonograph, which, together with your name, is so conspicuously before the public, that anybody could do almost anything, having your authority. The greatest danger of all, in a matter of this kind, with a man of the admited inexperience of Mr. Wiley, is the falling into the hands of undesirable people. I wish not to be understood as making any criticism on Mr. Wiley to his prejudice or otherwise, nor as to his fitness or unfitness for the work he is doing, my only solicitude is for your greater interest, as concerns the Phonograph and my own interest consequent thereon.

Faithfully Yours,

G.E.Gouraud.

Newbery Vautin (Patents) Gold Extraction Company, Limited.

REGISTERED
Telegraphic Address,
UTTERMOST,
LONDON.

ALL COMMUNICATIONS TO BE ADDRESSED TO THE SECRETARY AT 42, OLD BROAD ST. E.C.
TELEPHONE No 1079.

Assay Offices & Tining Works:-
33, Wharf Road, City Road, N.

London, 7 Feb. 1889

A. O. Yate Esq

Dear Sir,

Please honor draft for £50, will send a detailed statement of expenses next week.

The plant will be running by next Wednesday can raise unlimited capital at once. Unfortunately I have seriously poisoned my finger, & shall be unable to write full particulars for a week.

Yours truly
O. S. Wiley
pp 11511.

Ore Milling - [illegible]

Feb 8

Dear Mr Tate

Yours rec'd. I will write you fully about the money matters next week & about Mrs Wiley - also why Col G

Wrote you about Dredge & make it all clear to you. My board cocks me fully 4 £ weekly & I have washing & 3 miles to go to the works. I could go to a cheaper place but dont think it wise on a/c of my putting up such a plant - Dredge thinks I should stay where I am

Can you not let the 6 £ go on & leave out salary - I expect some money from a source in the U.S. about March 15 when I can square it all up & when you get my letter by

next weeks mail you'll see
how matters stand - I've
poisoned my finger - have
had to have it lanced &
caught cold in it & my
arm is very badly swollen
& its very hard for me to
write - Thanking you very much
for yr kindness &

remain yours - Truly

O.S. Willey

Ore Milling - England

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 3683.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.
Offices, 35 & 36, Bedford St. Strand,
London, W.C.

8 day of Febry 1889

T. A. Edison Esqre

Dear Sir,

I have your favor of Jany. 29. I was quite convinced that Mr. Osgood Wiley was lying to me when he explained the reason of his having drawn £60 in excess from Col. Gouraud; however I was bound to accept his statement and await information from you. Your new instructions shall be carried out strictly, and I now understand your wishes as to showing the machine &c.

We shall have a run with it tomorrow, and have everything in order next week. The time taken over it seems to have been very long, but people do things slowly here, and one has to get an Act of Parliament ~~always~~ almost before you can touch a brick.

I trust you will find the expense incurred not excessive.

The last paragraph of your letter suggests an explanation which I should I think offer to you. The only reasons why I have acted on your account in this ore separator matter, are, first because I understand that Mr. W. H. Wiley has or will have some substantial interest in it; &

offered, but I have seen so much of people seeking to couple their name with yours, for their own personal benefit, that I feel somewhat sensitive on the subject, & anxious to assure you, that I am not in the least actuated by any desire for personal benefit or profit.

I will send you some photographs of your little installation next week.

Yours faithfully

James Dredge

second, because I am pleased to be able to render you a service. But I do not wish to have any interest in this business myself, and have no intention whatever of either suggesting to, or accepting from, you, any possible benefit or participation. If the little I may be able to do, results in your arrangement with Mr. W. H. Wiley being satisfactory to him, & in the establishment of pleasant relations with yourself, I shall be more than repaid for any trouble I may take.

It may perhaps sound somewhat presumptuous on my part to decline anything that has not been

on mailing - England

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Prest.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI, Asst. Genl. Mangr.

General Office and Works
BENCHECTADY, N.Y.

# The Edison Machine Works.

No. 19 Dey Street,

Cable Address,
"XYDSUN, New York."

New York, N.Y. February 11, 1889.

My Dear Tate:

I have your favor of the 9th. I certainly think you ought to write a letter to Mr. Dredge in Mr. Edison's name, approving of what he has done. I think it is a mistake to go to this expense at the moment in London, but it has been started and under these circumstances the only thing to be done is to pay for it, and the first thing to do is to assure the man who is attending to the matter that it will be paid for.

Yours very truly,

Samuel Insull

To A.O. Tate, Esq.,

Edison's Labratory, Orange, N.J.

on Holding - England

AMERICAN SOCIETY OF MECHANICAL ENGINEERS,
TREASURER'S OFFICE, 15 ASTOR PLACE,
NEW YORK.

Address replies to
W. H. WILEY, Treasurer.

Feb. 11th 1889

A. E. Tate Esq

Dr Sir

This is the last effort I shall make to arrange an interview with Mr Edison. It is absurd that in three to four weeks there has been no time for meeting. I send Mr Insull on Broadway & he informed me that he was the only one who had anything to do with this matter.

I propose to deal with Mr Edison as I have all along, & with you as his representative.

Now if the separator is to have any sweep in England or France & if you expect the influence of Engineering to be thrown in favor of it, you will see the necessity of having some definite arrangements & some plan of operations. I have prepared the ground in France, & we must have some distinct plan to work to a sweep. If not, why all the money & time spent are of no avail. I prefer to see Mr Edison in the P.M. & at the Laboratory & will come out any day you may fix. As to evenings of this can not be done I have Wednesday & Thursday. Dredge writes me for information & I must tell him either to go ahead or to withdraw

Yours respectfully Wm H. Wiley

Ole Rolling - England

Feb 13th 1889

Dear Mr Tate

Your favor recd

I called on Mr Dredge & We talked the matter all over - I did not want him to Know the whole facts of the case he did not fully understand me regarding the money from Col Gouraud - I Went to Dredge & asked him to give me my weekly pound as he did the 6 £ & he said he would only pay me monthly - as I had bought some clothes I wanted to pay for them then - I Went down to Hamilton & in some way Gouraud got a hold

of it & wrote as he did. He dont like Dredge naturally - I have made a big mistake while I was idle awaiting my patent papers I got into a Stock speculation & lost all the money I had overdrawn besides I did spend some Extravagantly all I ask is for Mr Edison to give me a chance to pay it all up I will do what I can to clear it up if he will give me another chance - it has worried me sick & I've no one to blame but myself - my plant is all up & will be ready to work in a few days - I would like to have some definite ideas relative to what is to be done I can get all Capital necessary to float a Company here - I've told Mr Dredge about it & the people who wanted to go into it - relative to Mrs Wilys a/c - I must leave that to You & do just as you think best - it is very Expensive living here & 4 £ to

Cover living &c is rather small - However I am not in a position to dictate only give me another chance & I will assure you it will be all right - my hand is better & only for a slight cold I am allright -

Yours Very Truly

O.S. Wiley

Mr. Wilsey, Enclosed

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.

TELEPHONE No. 3663.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.
Offices, 35 & 36, Bedford St. Strand,
London: W.C.

16 day of February 1889

Ans. 25/2/89.

T. A. Edison Esqre

My dear Sir,

I have your telegram instructing me to send back Mr. Wiley to New York, and to give him enough money for current expenses. I will probably send him by German Lloyds next Thursday, and will give him £5 for current expenses, which should be enough. I enclose you a prospectus you may not have seen; you can judge for yourself the chance of the success of the venture. I may tell you for your own information that the report they rely upon - that of Mr. C. W. Cooke - is made use of under his protest, and after the positive promise on the part of the promoters that it should be withdrawn.

Yours faithfully

James Dredge

or Melling

478 Wms
March 20/89

Columbia St.
Albany. N.Y.
March 4 - 1889

Gentlemen

Will you please inform me as to your separator on the following points.

I want to separate in Canada, magnetic iron sand, which is about 1/2 oxide of iron - at the rate of 32 cubic yards an hour - and I propose to use therefor 12 of your separators, 8 to receive the sand at the rate of 4 cubic yards per hour each - Each two to discharge their separated sand into and thus pass it again through one below.

Can this be done and what power will be required to furnish the magnetism for the 12 machines - and will the sand thus twice separated be concentrated to 98 per cent oxide of iron, or higher.

Yours &c

Dexter Reynolds.

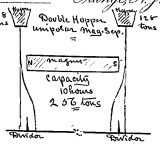
**[ATTACHMENT]**

Dickson

"Cable Address
"Edison, New York"

From the Laboratory
of
Thomas A. Edison.

Subject _____ Orange, N.J. _____




One machine as above absorbs . 2.5 HP.
12 " " " — 30 "
Dynamic force required per machine 116.5 Volts
+ 16 amperes

Weight of ore per cubic foot 144 lb.
cubic feet per ton 16.5 "
256 tons run in — 10 hours

Wm. H. Dickson
Ore Milling Dept

(over)

[ATTACHMENT]

Mr Edison desires me to add that
Shd your sands contain titaniferous
iron a special divisor will be furnished
to separate the above from the
concentrates & tailings

Wilbur

Ao Milling - T.T.

March 4 1889

ans. 4/3/89.

My Dear Mr Tate.

When will it be convenient for me to see you relative to my affairs - I dont want to come to the laboratory until after I see you can I not see you at your house or in the N. Y. office 42 Wall st - I have settled the 50 £ draft all ok & hope in a few weeks to pay off all I owe you - please advise me by letter you can send it to me thro

Wilmoursky who lives
with me —

Yours Truly
O.S. Wiley
29 Hawthorne St.
Orange NJ

I have to go to NY
today & trace up some
baggage that went
astray —

March 9th 1889

My Dear Mr Tale

I cannot raise any money upon my fire alarm stock for about six weeks as my friend is away and out West - Any plan you may suggest about my paying money in from my salary (provided Mr Edison retains me) will suit me - as I said before its my own fault + if I lose my place I am sure I dont know what will become of me + my family. Is there

No way you can put it to Mr Edison. I will do anything I can or whatever you may decide upon - I put up the plant & left it in working order - I can give my brother the name of a Capitalist who wants to go in on it & who is a friend of mine. Will will see you about it & he may think best to go over at once about the Capital - Could I not see Mr Edison at his house for a few minutes Sunday or Monday night - I am very grateful to you for what you have done & if I can have a chance I am sure I will do well for Mr Edison - Could I not take a Phonograph territory or work that I know how to work them or go in again on the Ore business at the laboratory - Please advise what I can do

Yours Very Truly

O. S. Wiley

29 Hawthorn St

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J. Mensh

T A Edison Esq

My Dear Sir

I expect the analysis of the iron ores treated tonight and if they are at all favorable I will be prepared to talk business with you on monday but whatever they are I will give you the results. I will be over again monday

Yours truly
J J Ritchie

Edison

FIFTH AVENUE HOTEL,
MADISON SQUARE, NEW YORK.

March 11/89

Dear Mr Edison

I forgot to say to you today that there are some nice pieces of Copper & Nickel matte in Mr Dickson's room which we made in your furnace. If at all possible, I would be very glad to have you try at once some experiments for the rapid and cheap production of refined Nickel from this matte. We can separate the copper ourselves without any trouble, I find the additional Smelting plant is being crowded along very fast and it is important for us to know at the earliest possible moment whether we shall follow the old methods or

making refined metal or whether we shall adopt some new one which can treat the metal on a large scale and do it quickly if such method can be found. More than anything else at present we desire to find this matter out as it may necessitate the altering of much of our plant — a thing we are very anxious to avoid

Very truly yours
J J Ritchie

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.

TELEPHONE No. 3663.

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London, W.C.

12 day of March 1889

T. A. Edison Esqre

Dear Sir,

The papers here recently published some alarming statements about an accident that had happened to you. Subsequent reports contradicted the first ones or I trust that the affair was of light.

Your one separator is now running well, and this week we shall pass some one through. In consequence of a total absence of information, we have had to go down and experiment on the dynamo until we could get a fair duty from it, at 1450 revolutions it gave very good results.

I have means now of knowing definitely what can be done in Scandinavia, and am in negotiations with Mr. O'Driscoll with some owners of magnetic mines in Italy, who would want to treat 200 tons a day to begin with. These parties will forward 20 tons for trial shortly.

I have been asked on what terms machines are to be had, but of course am unable to give any answer. It will be useful when you can inform me on this point.

Mr. W. H. Wiley writes me for my views on a proposal he has made, at the risk of mastering it you. I am writing

him by this mail, telling him I cannot concur in his suggestion, with very small current expenses the value of the separator can be ascertained, and it would be desirable for every reason to restrict outlay to the lowest amount

Yours faithfully

Arnish Hedg

(Mr. Maloney, Eng'r Cor.)

St. James Hotel,

Tyler Beach, Proprietor.

San Jose, Cal. Mar. 15 1889.

ans Mch 28/89

Thomas A. Edison, Esq.
Orange. N. J.

Dear Sir;

I hear that Wiley has made a failure of the ore milling business in England and that you have recalled him. Now, if you want someone to go over and run the machine successfully, why not send me?

You have never seemed to think that any mechanical training or experience was necessary to your experimenters on this work, but I felt when Wiley went away that he would not succeed for he hardly knew a counter-shaft from a crowbar and he was not an extremely hard worker.

St. James Hotel,

Tyler Beach, Proprietor.

San Jose, Cal. 188 .

After designing the machine and working out all the bugs, I think I know as much about it as anyone, and you know whether I am capable or not.

I am out here for my health and wish to stay as long as possible, but if you will make me a good offer, I will start for New York by the next steamer via Panama in order to get the benefit of the sea voyage. This will get me into New York about ~~April~~ May 1st. and I will start across as soon as you say.

Now, give me a show at this

St. James Hotel,

Tyler Beach, Proprietor.

San Jose, Cal. 188 .

and I don't think you will regret it.

The papers recently stated that you met with an accident to your eyes. I hope it was not serious.

Yours very truly,

Edward G. Thomas

Care F. E. Smith.

78 So. First St.

San Jose, Cal.

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.

TELEPHONE No. 3603.

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Offices. 35 & 36, Bedford St. Strand.
London. W.C.

16 day of March 1889

ans Mch 25/89

T. A. Edison Esqr

Dear Sir,

Enclosed I send you samples of the first run we made with your machine yesterday; the ore being one of the lots you sent. The separation seems very good, & in the result of only one run through, but I think it has been crushed too fine. The amount of dust however made it absolutely necessary to stop running, and this must be provided against before one run again. We shall have to enclose the frame with wood & glass panels, and make a shoot to the flue in the room to arrest and collect the dust. This will involve expense, but it shall be kept as low as possible.

I am getting up a good deal of interest in the matter among a few important people, & shall soon know the prospect of the arrangement for Europe,

Yours faithfully

James Dredge

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.

TELEPHONE No. 3663.

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London, W.C.

23 day of March 1889

T. A. Edison Esqre

Ans: 8/4/89.

Dear Sir,

I have your letter of the 12th enclosing me from the London Parcels Delivery Co asking for £2.5.0 payment of carriage. If you will look at the statement I sent you accompanying my draft for £87.4.0 on Decr 2d last, you will see that the £2.5.0 was included in that statement, and I believe the receipted account was attached with other to my statement. I remember that I refused to pay the account till I had a proper voucher for it, & I feel sure that Mr Wiley brought me the bill receipted. I am writing to the Co on the subject, and if they ~~account~~ have not received the money, of course it must be paid over again. It is very regrettable.

I shall send you next week a statement of expenditure I have made up to date, and I shall ask you to tell me plainly if you are satisfied. I must say I am sorry the expenditure from first to last seems to have been so heavy, tho' I have kept everything down to the lowest limits. But if you are satisfied

I have this bill
receipted
[illegible]

I shall be contented. I am
sorry Mr. O'Driscoll will be
shortly leaving for Australia
on account of the Newbury Vaution.
Co I shall instruct him to see
you on his way. I shall be able
to replace him with another man
at a somewhat lower price, on
whom I can thoroughly rely

Yours faithfully

James Dredge

Ore Mill - Eng.

March 25 1889

Mr Edison

Ans Mch 28/89

Dear Sir

We have rec'd advices today from Mr Dredge relative to the Ore Co. Everything there tends to a success provided some positive understanding can be had with you — irrespective of my difference if I can see you tonight for a few minutes relative to this matter so as we can put Mr Dredge on the right track. I am certain it will

prove beneficial to you -
I will come up to
the laboratory about
8 pm if agreeable -
please reply by bearer -
Dredge has interested
his friends in it &
they are only waiting
to see what arrange-
-ments can be made
with you relative to
a Company

Yours truly.

O. J. Wiley.

29 Hawthorne St
Orange N.J.

Ans. 15/4/89

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.
TELEPHONE No. 3663.

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London, W.C.

26 day of March 1889

T. A. Edison Esqr

Dear Sir,

I have enquired into the application of the L. P. D. Co. for £2.5.0 in payment for transporting your parcels from the Crystal Palace to the City Road, and I must regret to report to you, that the money was never paid by Mr Osgood Wiley; that no one in the employ of the Company, signed the receipt on the strength of which I gave Mr. Wiley the money, and that after repeated applications on the part of the L. P. D. Co., Mr. Wiley went making an appointment to see the agent & pay the bill, but that when the agent called he found Mr. Wiley had left for America.

I regret very much to report this, but I have no choice. It is quite impossible to doubt the agent's story. I have not yet paid him, as he asked me to wait till I get the receipted all from you, that I asked you to return. I fear I may yet have to trouble you on other matters in this connection. I have heard nothing yet about the £50 draft, no doubt information on the subject will come to hand.

Yours faithfully
James Dredge

Ans Apr 28/89

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.
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Offices: 35 & 36, Bedford St. Strand,
London, W.C.

2 day of April 1889

Dear Mr. Edison

I have your letter of the 22d containing your new instructions which shall be at once attended to. As I have interested a number of prominent Scandinavian gentlemen in the matter, I propose to carry out an arrangement previously made with them, and show them the machine in operation. By doing so, I shall be able to form very shortly an idea of the value of the separator in Norway & Sweden, & shall get in connection with those who may wish to do business. Had I received your letter earlier, I should of course not have made this arrangement, but now I cannot well get out of it. Any communications I may afterwards receive I will forward either to Paris or to yourself according to your instruction, that you may take up the correspondence.

You are quite right in assuming that I have been prompted by a very genuine feeling of respect, and — if you will permit me to say so — of friendship towards yourself — in this matter, and I can only regret that so much money has been thrown away to no purpose.

Should any future occasion arise in which you think I may be of service to you, on the basis already ~~indicated~~ indicated by me, I trust you will not hesitate to make use of me in any way

you may desire, and I will be glad too to have you remember that the pages of Engineering are always open for communications from your Laboratory.

Trusting that the occasion will again arise when I shall have the pleasure of corresponding with you

I remain yours very faithfully

James Dredge

Ors. Melling

T. W. CORNELL, PRESIDENT. H. P. McINTOSH, SEC'Y AND TREAS.

# The Canadian Copper Company,

Room 10 Wade Block,

No. 108 Superior Street.

ans Apr 15/89

Cleveland, O. Apr. 10/ 1889.

Thos. A. Edison, Esq.,

Orange, N. J.

You should not delay any proposed works on my account

Dear Sir:-

I have taken the subject up actively as an Experimental Problem

Mr. Ritchie has talked with us generally about the efforts and experiments you have been making with regard to the separation of the nickel and copper contained in our ores at Sudbury.

& can give no date when I can accomplish it — all I can do is to keep at it

I suppose I am only repeating what he has often said to you during the time he has been there, that what we want and most desire is the ability to produce metallic nickel at substantially the same price that it costs to produce copper. There does not seem to be any good reason why this ought not to be done, and there is only one thing necessary and that is, how to do it.

The question of refining works is immediately upon us and it will be impossible for us to defer putting them in process of erection. It is, therefore, of the utmost importance that whatever you can do towards perfecting what we desire, as indicated above, should be done at the earliest moment possible. We want a furnace separation of these metals which will give us quick results. The slow processes used in the leaching process are in many respects very objectionable. The whole matter between you and us may be put in

T. A. E. 2

two questions; What can you do? How soon can you do it?

We will be glad to hear from you at once.

Yours Truly,

The Canadian Copper Co.

By H P McIntosh

PRO. & TREAS.

Lindsay Ant

Al Tate.

If Dickson can't do that next week I must postpone for month Answer.

W. W. Dean

Rec'd May 22/89
9 45 am
H.A.M.

Will Judge Dean be able to remain some time [illegible]

Dickson - 99

Mr Dickson:
Will you have
any spare time
next week?
AG

It is really very
hard to say -
but I shall have
to make the time of
course - I sh^d spend every
moment I have with Mr Malloy, Mr
Edison says - so you can judge for
yourself. He will be here for a week yet -
at least - then I shall be comparatively free - to assist Judge Dean - His ones are
all sold I suppose -
the furnace has not
been put in yet.

ans. Canada
June 15/89

DEPARTMENT OF AGRICULTURE: ONTARIO.

Toronto, June 12 1889.

Dear Sir,

I am secretary of a Commission appointed by the Government of Ontario to enquire into and report upon the Mineral Resources of Ontario and the best means for their development. Last week, while visiting the mines of the Canadian Copper Co. at Sudbury, I met Messrs. Ritchie and Cornell of Akron, Ohio, who informed me that at their instance you had recently undertaken experiments for the desulphurising of magnetic iron ores, the result of which was the discovery by you of a complete and economic process. Both gentlemen have strongly advised me to visit your laboratory with a view of getting information respecting your process for the Commission's report, and Mr. Ritchie has kindly given me a letter to you.

I shall probably attend the annual Convention of the Chiefs of Bureaus of

Labor Statistics to be held at Hartford, Conn.; at the end of the present month, and if so I could arrange to call upon you in the early days of July. I shall be greatly obliged by your letting me know by return mail if this would be acceptable to you, and if I could hope to procure information on the subject of value to our report, as I do not know how far you may feel disposed to go in making public the results of your experiments. An economic process for desulphurizing iron ores would be of immense importance in the development of the iron industry in this Province, as most of our magnetic ores are more or less sulphurous, and for this reason I venture to address you in the subject.

Yours very truly,

R. Blue.

Thomas A. Edison Esq
Orange N.J.
U.S.

# Allyn House,

Asylum and Trumbull Sts.,

ROBERT ALLYN, Proprietor.

Hartford, Conn.,

June 26 1889

Dear Sir,

I have to acknowledge the receipt of your note in reply to a former communication, re the desulphurizing of iron ores by your process. I shall be in this town until Friday morning, and may possibly be able to visit your laboratory Saturday. Would that day suit your convenience, or shall I say Tuesday next week? A reply by return mail here will oblige.

Yours very truly,

A. Blue.

T. Edison Esq.
Orange
N.J.

Ore Milling - Eng

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.

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2nd day of July 1889

A. E. Tate Esq Ans. July 15/89

Dr Mr Tate I have just returned from Paris & saw your man in charge. The Phonograph is the great card & people flock to hear it. The other apparatus is not yet going altho they say, it will be in operation shortly. I write to say that I find Mr Dredge has been let in by my brother on odds & ends to the amount of 30/1. - £30. & I can't persuade him to draw for it. Now, I don't think Mr Edison will want him to lose it, when he has simply done a friendly act & moreover, I think, he is a man who can if he chooses be very useful to you. Mr Edison has always been friendly to me & I am always ready to do him a favor. I think I should be wanting in not letting you know this & suggesting that a draft for this amount be sent to Mr Dredge. He will never do anything about it, I am quite sure of that, but he may think all the same.

I hear Mr Edison is coming over & hope it is true. I shall be glad to be of service to him. I am staying with Mr Dredge & have my wife & daughter at his house. We shall be here till the 28th of July, when we all expect to go to Paris. My address will be then Care of James Dredge 121 Ave de Wagram Paris —

With regards to you & to Mr Edison I am Yours truly Thos H. Wiley

GEO. W. WATERS. ZEN DENNIS.

WATERS & DENNIS,
SHEEP AND ORE
ASSAYERS, REFINERS AND SMELTERS,
36 & 40 WALNUT STREET,
Newark, N. J., July 25th., 89. 188

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

I have been informed that you are desirous of obtaining a mine of auriferous iron pyrites and as I have a property of that kind I will leave a sample of the ore at your laboratory with this letter. The ore according to Messrs. E. Balbach & Son's assay carries sixteen dollars & sixty three cents per ton of 2000 lbs. I have from five to seven tons of the ore here that you may have if you so desire. This lot of ore I had sent on as a sample and I am expecting to form a company for smelting it; but I understand that you have a cheaper process, so I should be pleased to hear from you on the subject.

The mine is in Chile, where I have been for The Edison Electric Light Co. for the past five years. The vein is nearly vertical and is explored by two tunnels, one about 100 metres and the other 200 metres long, said tunnels are about 30 metres apart, the vein is from 6 to 9 feet thick and with modern machinery can readily turn out one hundred tons of ore daily, such as sample.

The location of the mine is very favorable, being only 1000 metres from the main line of railway in Chile, the climate is

GEO. W. WATERS. ZEN DENNIS.

WATERS & DENNIS,

SWEEP AND ORE

ASSAYERS, REFINERS AND SMELTERS,

38 & 40 WALNUT STREET,

Newark, N. J., ..... 188...

( T. A. E. 2.)

good and common labor very cheap.

Should you feel interested in the subject I should be pleased to give you further particulars.

Very Truly Yours.

Geo. W. Waters.

GEO. W. WATERS.

WATERS & DENNIS,
ASSAYERS, REFINERS AND SMELTERS,
31 & 40 WALNUT STREET,
Newark, N. J.

ZEN DENNIS.

July 26th 1889

Thomas A. Edison
Orange N. J.

Ans. Aug 2/89

Dear Sir:-

In reference to our conversation yesterday on the subject of working auriferous iron pyrites, I would like to ask a few questions, and beg your pardon in advance for troubling you on the subject again at present.

In case the ore should show an increased percentage of copper, would it interfere with your process for the extraction of the gold?

In the same case would your process save the copper also?

In case of silver (there is always some present) does your process also recover it?

I ask these questions, for in smelting as I have proposed doing, both of these metals will be saved.

Very truly Yours
Geo. W. Waters.

Dr Milling - Eng

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31 day of July 1889

T. A. Edison Esqre

Dear Sir,

Replying to yours of the 18th, there is some little mistake. Mr. O. S. Wiley never received from me any sums other than those I charged you with, & which were all duly paid.

I stated to Mr. W. H. Wiley that I feared that there would yet be expenses incurred in this matter, on account of storage of the separator, and shipment to whatever destination you may ultimately indicate, & I said that this would probably amount to £30. Mr. Wiley had a mistaken impression, & I suppose that you under that impression. I shall have nothing to charge to you, till I pay the above named items of storage & freight

Yours faithfully

James Dredge

Jose Melero

# EDISON LABORATORY.

TELEGRAM.

July 31st 1889

From Akron Ohio

To T. A. Edison

Drexel Harjes & Co.
Bankers

What will be your address in Paris we sail on August 7th and may want to communicate with you when we are in London. Please answer

S. J. Ritchie
Rtr

Recd 8.35 AM
Aug. 1/89
E.J.M.

Ans. Aug. 7/89

98 Columbia st
Albany. N.Y.
August 4-1889

Dear sir.

Agreeably to your letter of March 20th last. I have procured a bag (15 lbs) of titaniferous iron sand from 3 Rivers Canada. I should like to witness the process of separating and also getting rid of the titanium. Therefore if agreable to you to operate on the morning of the 14th let me know and I will at once express the sand and be on hand at time indicated to see the operation.

I have a process for treating the separated oxide of iron, procured by your separation

and have to leave for Canada on the 17th.

Hoping the date named may be convenient and awaiting your reply -

I am Yours &c

Dexter Reynolds.

Jacob S. H. Stern.
Frankfurt a. M.
Telegrams: Star. Frankfort main.

Frankfort a/M August 17th 1889.

Dear Sir,

Having received from Mr Henry Villard of New York a letter suggesting that I might put myself in communication with you about the Lorraine Ironworks in which I am interested, I wired you as follows:

"Received letter from Henry Villard informing me that you are willing to visit our Lorraine Ironworks near Metz. Please let me know when you are ready to leave Paris on your way to Germany so that I can meet you at Metz. I shall be glad to see you in Frankfort and put myself entirely at your disposal during your stay in Germany. Address telegrams Star Frankfort main."

Supposing that you have duly received this telegram and hoping to get an early answer, I enclose copy of Mr Villard's letter & remain, Dear Sir,

Yours most respectfully
Jacob S. H. Stern

May mention, that the ore deposits in question are situated near Metz and close to the French frontier.

Thomas Alva Edison Esq.re
care of Mess.rs Drexel Harjes & Co.
Paris.

[ENCLOSURE]

Jacob S. H. Stern.
Frankfurt a. M.

New York Aug 6th 1889

Translation of a letter of Mr. H. Villard

Dear Mr. Stern!

Mr. Edison sailed for Paris on saturday last; he intends visiting Germany in the course of next month. Mr. Edison says he has so much perfectioned his ore-machine that it can be used with great success for your Lorraine ore. In connection with this invention Mr. Edison wishes to visit and inspect the ore-deposits and is willing to make the necessary stay on his way from Paris to Germany. I therefore would suggest that you put yourself in communication with Mr. Edison whose address is care of Mr. Drexel Haajes & Co.

Gcs

T. W. CORNELL, President. H. P. McINTOSH, Sec'y and Treas.

# The Canadian Copper Company,

Rooms [redacted] Perry-Payne Building,
201 & 202
103 to 109 Superior Street.

Cleveland, O. Sept. 12th, 1889

Thos. A. Edison, Esq.,

Orange, N. J.

Ans. Sept 18/89

Dear Sir:

Your favor of the 10th inst received.

We will be pleased to learn the results you obtained from the shipment of copper ore of May 31st, 1889.

Yours respectfully,

The Canadian Copper Co.

By H. P. McIntosh
SEC. & TREAS.

[illegible]

[illegible]

**[TRANSLATION FOLLOWS]**

COMPAGNIE
des
MINES DU DADOU

Société Anonyme
CAPITAL 2.500.000 FRANCS

Siège Social
11, RUE LAFFITTE, PARIS

Direction de l'Exploitation
RÉALMONT (TARN)

Adresse: Grande Vitesse
RÉALMONT PAR LABOUTARIE

Adresse: Petite Vitesse
EN GARE DE LABOUTARIÉ

Réalmont le 14 septembre 1889

Accusé Nov. 5/89

Monsieur Hammer
représentant de Monsieur Edison
à l'Exposition Universelle
Galerie des machines (section Américaine)
Paris

Monsieur,

Le "ménager de Paris" du 30 août dernier, reproduisant un article de l'"electrical review de New-York", nous donne des détails qui nous ont beaucoup intéressés sur le "Séparateur Edison pour minerais magnétiques".

La mine que nous exploitons possède une très grande quantité de blende argentifère dont la gangue est presque exclusivement composée de carbonate de fer. L'élimination de ce carbonate de fer par un moyen industriel est à peu près impossible sa densité se rapprochant beaucoup de celle du sulfure de zinc. Nous avons pu cependant, après un grillage spécial, enlever le fer avec un aimant. Mais ce n'est là qu'une simple expérience. Nous venons vous demander si vous pensez que l'on peut se servir du "Séparateur Edison" et arriver ainsi à l'enrichissement complet de la blende.

**[TRANSLATION FOLLOWS]**

La blende que nous traiterions avec cet appareil serait composée de grenailles de 1 à 5 m/m et contiendrait environ 20 % de zinc. Il s'agirait d'enrichir jusqu'à 35 ou 40 % et de traiter un minimum de 10 tonnes par jour.

Si le "Séparateur Edison" vous paraissait insuffisant pour arriver au but que nous nous proposons, nous vous prions de vouloir bien nous indiquer d'autres appareils, si vous en possédez ou connaissez, qui, d'après vous, pourraient répondre à nos projets.

Cette question a un gros intérêt pour nous et nous vous prions de vouloir bien nous donner une réponse aussi tôt que vous le pourrez.

Si les renseignements que nous vous donnons vous paraissent insuffisants il est bien entendu que nous y ajouterons, à votre demande, tout ce qui vous paraîtra utile.

Agréez, monsieur, mes salutations distinguées

P. P. de l'administr. délégué

[signature]

**[TRANSLATION]**

Ore Milling

Cable Address "Edison, New York."

From the Laboratory of Thomas A. Edison.

Sample

Subject, _____ Orange, N.J., _____ 188

Mr Hammer, representative of Mr Edison at the Paris Exhibition.

Dear Sir:

The „Messager de Paris" of August 30th reproduces an article of the Electrical Review of ~~Paris~~ New York, the details of which have interested us a great deal on account of the Edison Separator for magnetic minerals.

The mine which we work possesses a very great quantity of argentiferous blende, the gangue of which is almost exclusively composed of carbonate of iron. The diminution of this carbonate of iron by usual means is almost impossible, since the density is very close to the density of the sulphuret of zinc. Still we have been able, after previous roasting, to take off the iron by a magnet. But this is only a simple experiment.

We now wish to ask you, whether you think that we might make use of the Edison Separator and thus reach the complete enrichment of the blende.

The blende which we would treat by this apparatus

[TRANSLATION]

would consist of grains of 1 to 5 millimeters and would contain about 20 % of zinc. It would be necessary to enrich up to 35 or 40 % and to treat at least 10 tons a day.

In case the Edison Separator appears to you insufficient for the purpose proposed we beg to request you to indicate other apparatusses, if you possess or know of any which to your opinion might answer our purposes.

The question has a great deal of interest for us and ~~be~~ we beg to request your early reply.

In case the instructions which we give to you are insufficient, we shall add, upon your request, whatever you deem suitable.

Believe me . . . . .

Address: Compagnie des Mines du Dadou

Réalmont (Tarn)

re milling - Canada

Telegraphic Address
Victoriola, London.
Telephone No. 3805

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

Sept 27th/89 -

T A Edison Esq
Orange N.J.

Dear Sir. In order that we may be able to give to the Canadian Government the assurance that you can successfully treat, both the iron and copper ores of Canada, we would like a letter from you with replies to the following questions.

First Can you successfully crush and separate the silica and sulphur from the magnetic iron ores - such as those sent you from

~~from~~ along the line of ~~the~~ the Central Ontario Railway.

2nd What will be the approximate cost per ton of thus treating these ores after they have been mined? Can the whole of the ores thus mined be thus treated, and thus save the waste usually piled up as second class ore?

3rd What is the lowest percentage of iron which can be profitably thus treated?

4th Can you successfully take the Copper and Nickel Mattes - such as we are producing at Sudbury, and separate the Copper and Sulphur from them leaving the Nickel and iron together? At what price per pound for fine Copper, do you estimate you can make this separation?

6th Will this price cover the whole expense of treating the Matte?

7th How perfect a separation can you make of the Copper from the Nickel and iron?

8th How perfect a separation can you make of the Sulphur from the Nickel and iron?

T. M. Connell

Ores

# PHILIP S. DYER

EUROPEAN AGENT

AMERICAN

## EDISON FACTORIES

Adresse Télégraphique :
DYER (Anvers).

**EDISON LAMP COMPANY**
EAST NEWARK, N. J.
Capital $ 250,000.

Edison Lamps, 1/4, 1/2, 1, 2, 3, 4, 5, 6, 8, 10, 13, 16, 20, 24, 32, 50, 100, 150 Candle Power
Voltmeters, Portable Voltmeters
Pressure Indicators
Small Battery Edison Lamps, Surgical and Dental Lamps.

**THE EDISON MACHINE WORKS**
Capital $ 750,000

Electric Light and Telegraph Dynamos, Electric Motors, Shafting Pulleys etc.
Edison's Underground Cable for Electric Lighting, Telegraph and Telephone,
Edison's Devices for Underground Distribution,
Fusible Metal Strips marked to Ampere Capacity.

**BERGMANN AND COMPANY,**
Capital $ 750,000

Electrical Instruments
Edison Phonographs,
American Switches, Cut Outs, Sockets,
Glass Fusible Safety Plugs,
Edison's Meters
All Devices for Theatre regulation.

**STANDARD THERMOMETER C°**
Capital $ 75,000

Metallic Thermometers.

**THE TELEMETER COMPANY**
OF NEW-YORK
Capital $ 500,000

Electric
Recording Steam Gauges,
Recording Water & Tide Gauge,
Recording Gasometer Gauge,
Elevator Indicator wind Gauge,
Recording Thermometers,
Recording Barometer,
Time System.

Rue Osy, 43²
ANTWERP, Oct 8th 1889

T. A. Edison Esq
Orange N. J.

Ans
Oct 21/89

Dear Sir,

I forwarded you by s/s 'Pennland' one case containing a sample of residues of iron such as Mr Obozinsky of Antwerp wishes you to work according to the enclosed instructions.

Our Mr Dyer had the pleasure to talk the matter over with you while in Paris.

I will inform you in my next letter of the process that this stuff has gone through already.

The substance I am sending you is a residue & this is the thing Obozinsky wants to work and not the ore.

I am Dear Sir,
Yours very truly,
pp Philip S. Dyer Agent
Jas. L. Mathewson

**[ENCLOSURE]**

Questions asked by Mr J. Obozinsky concerning the "Edison Ore separator."

The substance which is to be worked is composed as follows:

For the most part of peroxyde of iron further of sulphide of iron, sulphide of copper sulphate of copper, sulphide of zinc and sulphate of zinc.

1) The solution of the question is to separate the iron from the other metals.

2) Can the apparatus do that?

3) I ask whether Mr Edison would agree to make a trial. I would send a certain quantity of the substance. (in this case it would be necessary to state the quantity and fineness needed of the ground ore) After the ore ~~would~~ has gone through the separator I would require samples of the different qualities.

4) What is the efficiency of the apparatus, that is to say what quantity of ore will it turn out in ten hours?

5) What E. M. F. would be necessary to run the machine?

6) In case the apparatus would accomplish the aforesaid conditions could we get a license for Belgium and what would be the price?

7) How much does the apparatus cost?

Cannot work this class of ore with Machine at Exposition but [illegible] a machine which I could separate all the iron out by heating slightly the powdered ore —

are entering - England

1 Encl.

Winchester House,
50, Old Broad Street,
London Octr 31st 1889.

Dear Mr Edison,

It strikes me that the enclosed would be a wonderful source of employment for your iron separater - I am making full enquiries about the matter and am endeavouring to get sent home a few barrels of the ore -

( I

I shall also order a couple of barrels to be sent to you direct.

Faithfully yours,

Wm Pender

T. Edison Esq.
Menlo Park
Orange
New Jersey. U.S.

[ENCLOSURE]

One mining

"ENGINEERING".

"Oil and Iron in New Zealand" - The New Zealand Government have recently published a report upon the petroleum deposits of the Taranaki district, which apparently have a great future before them. The oil comes to the surface in many places near New Plymouth, besides impregnating the surrounding country to such an extent that farmers have had to abandon many wells, on account of the petroleum gushing into them with the water. To ascertain whether there was a probability of these oil deposits proving a mercantile success, the Government of New Zealand deputed Mr. Gordon, inspecting engineer of the Mines Department, to visit the locality. Mr. Gordon made a careful survey of the country, and in his lengthy report he affirms that "petroleum exists over a large area, and that it is only a question of boring to the requisite ~~de~~ depth to get at the source." The deposits have a two-fold advantage - if successfully developed they not only have at their disposal the Australasian market, now dependent on America for oil, but they would further provide with fuel the ~~coal~~ local iron industry, at present resting upon limited supplies of coal and charcoal. Along the

[ENCLOSURE]



shores of the Taranaki district stretch the famous iron-sand beaches of New Zealand, beaches composed entirely of pulverised iron ore. Countless millions of tons of this material lie along the western coasts of the North Island of New Zealand. The ore produces splendid iron, but is somewhat refractory. This would be a trifle, however, if an abundant supply of cheap fuel were available for smelting purposes. This seems being to be now forthcoming in the shape of petroleum. For some time past oil has been largely used for smelting in America, and there is no reason why it should not be successfully adopted in New Zealand, the Taranaki oil having plenty of body and being admirably adapted for fuel purposes. It may be noted that while the oil deposits of America and Russia are several hundred miles inland, those of New Zealand are actually on the coast, so close, indeed, that the beach of New Plymouth is pitted with petroleum oozings. What is now wanted is some trial drills to test the quantity and character of the oil supply. A few drills, in the vicinity of New Plymouth, ought to bring to the surface, not only enough oil to provide the locality with smelting fuel, but also sufficient for several refineries. It is curious that while millions

[ENCLOSURE]



are invested by the public of this country in purely speculative gold mines, hardly any funds are devoted to sinking wells for petroleum in Burmah, Canada, and New Zealand. In America, hundreds of times over, a single well has proved as remunerative as a gold mine, yet although petroleum can be easily enough turned into gold, such is the demand for it, English investors have hitherto ignored petroleum undertakings. Presently they will rush into it, just as shippers have rushed into the oil steamer business, building sixty tank vessels in less than five years, after a prolonged period of similar indifference.- "Engineering."

Telegraphic Address, Victoriola, London. Telephone No. 3105.

Hotel Victoria,
Northumberland Avenue,
London, W.C.

Nov 2/89

Dear Mr Edison

I shall sail from Liverpool on the 13th and probably reach New York on the 21st I shall go directly to your place and hope you may have all the plans perfected for the plant for the separating of the iron ore in Canada, I hope you may also have perfected all your experiments both for the seperating the Copper

from the nickel & iron
and for the separating
of the nickel from the
iron in case we wanted
to produce refined nickel
In short I want everything
in such shape that we
can at once proceed to
business

Very truly yours
S J Ritchie

THE AMERICAN METAL COMPANY, "LIMITED,"

80 WALL STREET, Ans. Nov 16/89

P. O. Box 957. Telephone Call 875, New.

J. LANGELOTH, PRESIDENT.
B. HOCHSCHILD, TREASURER.

NEW YORK, Novbr 13th 1889

A. O. Tate Esq.
Private Secretary to T. A. Edison Esq.
Orange N. J.

Dear Sir

I duly received your favor of Octbr 28th & am now able to hand you enclosed

1, letter from Dr. Roediger (Metallgesellschaft of Frankfort a/M.)

2, the answers to Mr. Edisons questions

3, translation of a report of Mr. C. Riedt

I shall now be very happy to hear further from Mr. Edison on the subject as soon as he can conveniently give the matter his attention.

Meantime I beg to remain

Yours faithfully

J. Langeloth

**[ENCLOSURE]**

Ore Milling - Germany

METALLGESELLSCHAFT
FRANKFURT A. M.
*Giro-Conto bei der Reichsbank.*
Telegramm-Adresse:
„MONTAN" Frankfurtmain.

*T. No.*

Frankfort on the Main.
29th October 1889.

Thomas. A. Edison Esq.

Dear Sir,

I am very sorry to have been unable to send you earlier my answers to the questions you put to me when in Metz last month, and which I now enclose herewith. Before doing so I wished to wait until I could send you at same time the results of the experiments which we have carried out here in Frankfort in accordance with your directions. Together with the results of our experiments I enclose a report made by our chemist, Mr Riedt. I regret that the results of the experiment should have proved so unfavorable and fear that the only conclusion we can come to is that the composition of the ores is not such as we believed it to be. This appears to me to be proved by the fact of the residue of the ores, pulverized in the most careful way and showing no Oolites, containing so high as 30% iron. On the other hand the Oolites separated most carefully by sifting & magnetic attraction show only 52·50% iron, as you will see from the enclosed. Nevertheless we do not despair & we intend

**[ENCLOSURE]**

to repeat our trials on a larger scale with a fair average sample of the Ores, and we shall send you samples of the ore as well as of the siftings & concentrate.

Our friend, Mr. J. Langloth, President of the American Metal Co. Ld. will place himself in communication with you on the subject, and we shall feel very much obliged to you if you will kindly give him your opinion about our experiments and your advice as regards the best way to make further trials.

With my kind regards to Mr. Edison and yourself

Believe me

Yours very truly.

H. Roedinger

**[ENCLOSURE]**

| Mr Edison's Questions. | Answers |
|---|---|
| 1. Price Coal per 1000 K° at mine | 1. Price has risen somewhat lately. My 8·40 represents the average price at Coal mine. |
| 2. Freight Charges p. 1000 K° from mine | 2. From mine to Ars My 3·40. |
| 3. Distance from Coal mine to Works | 3. 101 Kilometres. |
| 4. Amount of combustible carbon per 1000 Kilo. | 4. Ashes 18-22%. |
| 5. Price p. 1000 K° Coke at Works | 5. Just now very dear ie My 28. (formerly My 18-19). For calculations at least My 25. must be taken. |
| 6. Amount of Carbon in Coke | 6. Ashes 10·4%. |
| 7. Price N° 1. Foundry Iron | 7. My 71 |
| " " 2 " " | " 68 |
| " " 3 " " | " 62 (formerly My 42) |
| Puddling Pig | " 50. |
| | These are the prices at beginning of October, are now still higher. They are exceedingly high & cannot be calculated on for the future. |
| 8. Where would you sell if you produce N° 1. Foundry Iron. | 8. In Alsace, Lorraine, & South Germany. |
| 9. What could you get per 1000 K° for N° 1 Foundry Iron. | 9. Present market price is My 72. The lowest price was My 48-49. |
| 10. Price per day common labourers | 10. My 2·60. |
| " " " steam engineer | " 3·00. |
| 11. What will be cost p. ton for mining 300 tons of 1000 K° each per day out of your mine delivered at the mouth of the furnace, including cost of tunneling, timbering, & keeping mine in good order. | 11. The cost does not change. altogether My 1·80 per 1000 K°. |

[ENCLOSURE]

| Questions. | Answers. |
| --- | --- |
| 12. Price per 1000 Kg of good Bessemer Ores delivered to different Bessemer Works in Germany and Belgium – give analysis of the ores and the price the works pay for them, and where from? | 12. We are making enquiries. |
| 13. Ascertain value of fine ore with 62% metallic iron also 65% & 67%, also with 0.06. 0.05 0.03, 0.02, 0.008 Phosphorus. | 13. Ores delivered here never have such high contents of iron. |
| 14. Make an analysis of the pieces of ore that look very red as I think the red pieces may run 40% iron & would answer for mixing with fine ore | 14. 36.7% iron – he will send further analyses. |
| 15. Give price delivered at works of 45 & 50% Minet ore if there is any so high. | 15. The highest percentage of Minet is 38%. Price at the Mine Mk 3.20 " delivered at Ars (for mine) 5.00. |
| 16. Give price delivered at works of 62 & 65% Swedish Magnetic Ores. | 16. Swedish ores are never worked in Lorraine, but only in Westphalia. |
| 17. Is there a good demand for No 1 Foundry Iron & does the price keep up well. | 17. Demand is not very good either for No 1 or for No 2 Foundry Iron. |

[ENCLOSURE]

Translation.

Report on the practical experiments on the Ars Minette in accordance with Mr. Edison's ideas.

---

The experiments performed here of breaking up the Ore in iron drums and then passing it through a sieve led to no result.

The experiment was therefore carried out entirely in accordance with Mr. Edison's theories, but with the help of other means. I maintain that by my method of separation the most favorable results possible must be obtained, such as can never be reached in working on a large scale.

The whole difference between the two methods lay in the fact that in my case the material was not broken up by any machinery, but simply pulverized with the fingers.

The material so prepared showed contents of 36.4% Iron.

Instead of now passing through a sieve the stuff was washed with water, which takes away only the finest particles. By boiling the water off in steam these particles were then collected and weighed, as was also done with the residue from the washing process. (Oolites).

We found that the smallest particles which were washed away and which we call No. I. amounted to 21.6% of the bulk, whilst what remained in the bath, No. II, amounted to 88.4%.

No. I. contained 29.75% Iron

No. II. " 38.82 " "

Through the microscope No. I was seen to be fine powder containing no Oolites, whilst No. II consisted of unbroken Oolites, and pieces of Quartz and Iron Ore without any fixed form.

**[ENCLOSURE]**

* is the stuff binding the Oolites together. (2

No. I., which was nothing else than the cement binding the particles together*, contained thus about 30% iron instead of 3% as Mr. Edison said.

No. II was now passed through a sieve of 4900 meshes per square inch, which was therefore finer than Mr. Edison prescribed, and was thus divided into two parts, viz:-

Smalls. No. III. (what passed thro' the sieve)
Large. No. IV. (what remained in the sieve)

No. III contained 33% iron
" IV " 42.9% "

By aid of the microscope No. III was found to be composed of unbroken Oolites, mixed with small pieces of Quartz; No. IV of large Oolites with irregularly formed pieces of Iron Ore, as well as large pieces of Quartz.

No. III amounted to 42% of No. II
" IV " " 58 " " " "

By this means the Ore was enriched up to 42.9% iron from an original contents of 36.7%, so that by the washing process 21.6% of the bulk containing 29.75% iron is lost, and by the sieving 42% of the residue from the washing containing 33% iron is lost.

It is very evident that so far no advantage is gained.

I come back to Mr. Edison's original experiment. If the breaking down of the ore is done in an iron drum it is only natural that the Oolites should be broken and thus the proportion of smalls, which according to Mr. Edison are worthless, is increased. Moreover in working on a large scale a net cannot be kept exact to a fixed width of mesh, and this would lead to more unfavorable

[ENCLOSURE]



results than my trial gave.

The following scheme will show the experiment as carried out by me :—

Original Minette 36·7%.

Washing

- Washed Away 21·6% containing 29·75% iron.
- Residue from washing 78·4% containing 38,82% iron
  - Size 4900 Mesh
    - Smalls 42% conty 33% iron
    - Large 58% conty 42·9%

It is quite evident that there is no material containing 3% with the exception of the Quartz, which has to be extracted by the magnetic process.

My proposal now is to repeat this experiment with a larger quantity of Minette so as to be able to show a sample of the final product to Mr. Edison and all interested parties, and perhaps also to make more exact and more complete analyses. For this however the poorer material from Art should also be used, which I have not done hitherto.

I do not think Mr. Edison, in face of these condemning proofs, will be able to sustain his assertion of the advantages to be obtained by sieving.

---

As an appendix to the above I have made one more experiment, which however had no pretence to exactness, as I have not the necessary apparatus; it can only show approximately what can be obtained by the magnetic separation.

The Wash-Residue, No. II, was magnetized

**[ENCLOSURE]**

(4.

in the reducing flame, and again separated with a magnet.

Result: 73.5% Magnetic Ore with 52.49% Iron
26.5. Unmagnetic " " 17.78 " "

By using Mr. Edison's machine much better results should however be obtained.

(signed) L. Riedt

Frankfort o/M. 26th October 1889.

ans Nov 26/89

New York, Nov. 21st, 1880.

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

You have doubtless by this time experimented sufficiently with your magnetic ore separator, both in your laboratory and in a commercial way at the mills you now have in operation, to know pretty definitely both the accuracy and the cost of the results obtained by it. Taking it for granted that such is the case I would be glad to have your answer to the following questions:

FIRST. What would be the approximate cost per ton, of the ore as mined from the ground, for crushing and separating the iron contained in it from the silica or other foreign matter, by your process? Actual Cost. 62 cents per crude ton -

SECOND. How much iron will you be compelled to waste in the rocky matter which you separate from the iron? $1\frac{1}{2}$ @ 2 units per of original ore -

THIRD. How high a grade of ore can you produce from an ore carrying, as mined, say, forty per cent. of metallic iron? Average 65 By refining concentrate cost 10¢ ton 68

FOURTH. What would be the difference per ton in cost of producing an ore that would yield sixty per cent. and one yielding sixty-eight per cent? ten cents -

FIFTH. To how low a grade of ore can you use the whole product of the mine, without throwing any portion of it into the waste heap, by sorting or separating it into second class piles? It will pay to use as low as 20 unit ore

SIXTH. Allowing, as is usually the case in all magnetic ores, that thirty per cent. of the ore mined is thrown into the waste heap, these heaps usually carrying about forty per cent. of iron, how much of the cost per ton for mining can you save by grinding up the whole amount mined and saving all the ore contained in it? Ordinarily mining costs $1 per ton if you take everything down to 20 unit cost generally be 50 @ 60 cents

SEVENTH. Can you lower the phosphorus contained in magnetic ores? Reduce phos 75 @ 80 per cent

EIGHTH. Will the fine ore which is obtained by your crushing and separating process be worth as much per unit of iron, when delivered at the furnaces, as the Lake Superior Bessemer ores containing an equally high percentage of iron? So the Iron men say worth more if ore goes 68 per cent

NINTH. Calling the mining of the Canadian magnetic ores One Dollar per ton, the Railway and Lake freights One Dollar and sixty cents per ton, the duty Seventy-five cents per ton, seventy per cent. of the ores carrying fifty-five per cent. and thirty per cent. carrying forty per cent., Can you deliver this ore in Cleveland at as low a price per unit of iron as the Lake Superior ores can be delivered at same place? The Lake Superior ores being

subject to a royalty of Fifty cents per ton and the Canadian ores being free from royalty? ~~Yes~~ - about the same - Can on above assumption of Costs delivers a 68 percent ore Cleveland for $5 per ton. Sures, against a 65 per cent from Lake Superior.

TENTH. On what terms will you erect, at your own expense, upon the line of the Central Ontario Railway at the mines belonging to the Anglo-American Iron Company in Canada, the plant for which you have now completed the plans, having a capacity for treating one thousand tons of ore per day? Put up mill & refine for 70 cents Crude ton to 65 & refine at 10 c per ton Concentrate, 1000 tons daily no less. You may purchase mill at end 2 yrs on 20 pct earnings being capitalized at par.

ELEVENTH. On what terms will you put up a similar plant having a capacity of two thousand tons per day? 67 Cents

TWELFTH. How soon can you have this plant in condition to work? Beginning May 1 1890 - 90 working days -

THIRTEENTH. Do you think it practicable and advisable to put up a blast furnace for smelting this ore, and a steel plant for the manufacture of steel, in Canada? If so, what measures are necessary to be adopted by the Dominion Government? Yes - protective tariff & a bonus for 8 years

FOURTEENTH. Are you willing to become interested in the smelting and manufacturing of iron and steel, in Canada? Yes

Very truly yours,

(Sgd) S. J. Ritchie

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 27 | Ker | 5 | 17 Fd |

Received at ORANGE, N. J. Nov 23 1889

Dated Washington D.C. 23

To Thos A. Edison

Detained here yesterday
Telegraph me at fifth
Ave Hotel New York D.C.
I can see you tomorrow
forenoon. E. Richie

Ores

THE AMERICAN METAL COMPANY, "LIMITED,"
80 WALL STREET,
P. O. Box 957. Telephone Call 875, New.

J. LANGELOTH, PRESIDENT.
B. HOCHSCHILD, TREASURER.

NEW YORK, Decr 2nd 1889

A. O. Tate Esq
Llewellyn Park
Orange N.J.

Ack Dec 4/89

Dear Sir, and Dec 9/89

I duly recieved your favor of Nov. 16th & hope soon to hear what Mr. Edison has to say about the papers enclosed in my letter of Nov. 13th.

In reading over again the Report then sent I find a slight error was made in the translation on page 3 in the paragraph reading "a sample of the final product" which ought to have been "a sample of several products" which please correct accordingly –

I have now received another report from Dr. Riedt of Frankfort which I beg to enclose herewith for Mr. Edison's consideration & shall be pleased to hear as soon as he is prepared to communicate with me on the subject

Yours faithfully
J. Langeloth

I am also advised a sample box with ore which I shall forward on arrival

Uncle

[ENCLOSURE]

ore milling - Germany

Second report on the practical experiments on the Ars Minette in accordance with Polissns ideas.

The new trial on Ars Minette was carried out exactly in the same way as described in the report of 26th October, but on a larger scale and on poorer material.

The following scheme will show the experiments and its results:

Original Minette 32,75 % iron

Washing

I Washed away 24,5 % containing 21,24 % iron

II Residue from washing 75,5 % containing 35,65 iron

Sieve 4900 Meshes

III Smalls 34,2 % contg 25,91 % iron

IV Large 65,8 % contg 41,3 % iron

Through the microscope the different products were seen as described in the first report

[ENCLOSURE]

If the Ars Minette would be crushed in iron drums as Mr. Edison prescribed, the products I & III would pass through the sieve and be lost. The loss of iron in 100 ks Minette would be as follow:

100 ks Minette contain 32,75 ks iron

I 24,5 % Binding material (Washed away) containing 26,24 % iron amount to 6,43 ks iron.

III 34,2 % Sieversmalls of 75,5 % of the washing residue are 34,2 x 75,5 = 27,11 % of the used 100 ks Minette. These 27,11 % containing 25,91 % iron amount to 7,02 ks iron.

Total loss 6,43 + 7,02 = 13,45 ks iron.

Therefore by sieving 100 ks of Ars Minette 13,45 ks iron or 41,2 % of the whole amount of iron is lost.

New experiments will have to be made in order to find out wether roasting and magnetic separation will show better results.

Ricd.

Frankfort/M, November 15th 1889.

Ore milling
Dec 7/89

DEPARTMENT OF AGRICULTURE: ONTARIO.

Toronto, December 11th, 1889.

Dear sir:

You will doubtless remember that I visited your laboratory in the month of July for the purpose of making enquiries respecting your ore separator. You were then kind enough to promise that you would furnish me with an account of the working of the separator at your mines in Pennsylvania. But as I noticed that you soon afterwards went across the sea, I presume that the promised statement has been overlooked.

Mr. S. J. Ritchie called upon me on Saturday last, and informed me that you have since then made a very great improvement in your method of separating and cleaning iron ores. I shall be very greatly obliged if you can furnish me with a description of ~~it~~ the new machine and its capacity, together with analyses or other particulars showing results where your machinery is in operation. I should like to know in particular whether any of the ~~[illegible]~~ separated ores have been smelted, and if so, whether the charge of the furnace has been made up exclusively of the milled ore, or in what proportion it has been mixed with lump ore. There is an impression that it might choke the furnace if used alone.

Yours very truly,

A. Blue,

Secretary Ontario Mining Commission.

Thomas Edison, Esq.,
Orange,
New Jersey, U.S.

Mill in Pa been running several
months - ore sold to local furnace
They use 25 percent of it mixed
with 75 pct of the Regular
large ore - Wash 10 -

Latest machine devised especially
for fine crystalized ore not yet
ready to publish it =

one milling

Private

[illegible] 12/89

150 Elgin St.
Ottawa.
Decr. 24/89.

Thos: A Edison Esqr.

Dear Sir:

Having recently learned through the Scientific Journals that you were interested in "Magnetic Iron", I thought well to drop you this private note. While on a recent trip with The Governor General, Lord Stanley in the North West, I made out an immense deposit of "Magnetic Hematite" which on analysis, has no sulphur, phosphorus or Titanium, and fully 68 per cent Iron. I know of no such deposit today anywhere.

It is 30 miles from the C.P.R.R. through a level country - and only a short distance from navigation afterwards. I have a map & report, the latter was drawn up from the surface exhibit, there being so far no surface exploration or rather uncovering. It extends over 300 acres in length chiefly & and the exposures vary in width - 20. 30. 40. 60 & even 100 feet. The fact is, the exact magnitude is not yet ascertained, as the outcrops have not been uncovered, except by nature. It appears to be an enormous "iron ridge", such as has not previously been known in our country. I have secured the property - and as the one is magnetic, I would be glad to have your opinion, as to what course would be best to dispose of the property. I am keeping the matter quiet

to avoid any excitement whatever. Knowing the deep interest you take in such developments, and being a Canadian we are proud of in every sense, I have taken the liberty of consulting you on this subject.

Wishing you the compliments of the season.

Very truly yours.

J. A. Grant.

Address.
Sir James Grant
150 Elgin St.
Ottawa.

on mailing ring

Encl.

Winchester House,
50, Old Broad Street,
London 24th Dec: 1889

Dear Mr Edison,

Jan 8/90

After writing you a few weeks ago in reference to the titaniferous ore in New-Zealand the enclosed prospectus was issued for dealing with the same, the primary object however being to obtain and dispose of the petroleum which exists in the same neighbourhood.

I have been confidentially informed

informed by Sir Dillon Bell, the Agent-General for New Zealand, that it has been reported that you are to put ~~a~~ down plant in New Zealand for separating the ore, and possibly the promoters of the Syndicate rely upon this for making their venture a success; but having regard to the communications which have passed between us respecting your Iron Separator, I of course attach no importance to the rumour.

I hope you will before very long receive the barrels of titaniferous sand which I have ordered to be sent to you from New Zealand; and I shall be curious to learn the results of your experiments with the same.

With all seasonable greetings and good wishes for the New Year,

yours sincerely

[signature]

T.A. Edison Esq
&c. &c. &c.

P.T.O.

P.S. I have to thank you for your communication re-garding the Electric Light which I read to the Meeting. The Meeting was a great success.

W.

on ordering

# EDISON LABORATORY.

TELEGRAM.

Dec. 24th 1889

From Trenton Ont Am. Dec. 24/89

To T A Edison 9:45 a.m.

Where can I see you tomorrow answer quick at Rossin House Toronto

~~S J Richard~~ Ritchie

S J Ritchie

Recd. 9.40 am. Dec 24/89 Miller

ADT

OCS

Arthur Kitson
Gas Engineer

W. Upsal St.
Germantown.
~~1932 Mt. Vernon Street,~~
Philadelphia, Pa.
P.O. Box 803.

Dec. 27th 1889.

Thomas A. Edison Esq.

Dear Sir,

The "Toronto Globe" reports that you are about interesting yourself in the Nickel Ore smelting business, with a view to ultimately engage in the manufacture of Nickel Steel. I desire to state that I am interested in a Nickel property located near the famous Sudbury mines in Ontario, and am looking about for some one to purchase an interest with a view to developing it. The property comprises over 120 acres & is close to the C. P. R. Railroad

The assay sent me of sample ores taken off the surface gives Nickel 12.37 %
Copper 11.25 %
a very much better showing than the Copper Cliff Mine at Sudbury. The Expert sent there writes me, "This property 'in short cannot be beaten in 'the most famous Nickel mining 'district in the world."

If you are interested in this matter I shall be glad to call & see you at any time and place you may appoint.

Yours truly,
Arthur Kilsay.

**1889. Mining - Mines and Ores (D-89-53)**

This folder contains correspondence and other documents relating to mines and ores to be bought, sold, worked, or tested. Some of the items deal with the mining interests of individuals who either wanted to sell property to Edison or to have their ores tested. There are also numerous inquiries regarding Edison's ore separation process.

Approximately 50 percent of the documents have been filmed. The following categories of documents have not been filmed: routine requests for Edison to test ore samples; routine offers of mining properties and ores for sale to Edison; correspondence and reports by Samuel G. Burn regarding his ore survey work for Edison in Virginia and North Carolina; bills and receipts; duplicate copies of selected documents.

Related documents can be found in D-89-01 (Battery) and D-89-70 (West Orange Laboratory - Suppliers).

0 125 -

OFFICE OF
E. K. CONVERSE,
No. 105 POYDRAS ST.

There is plenty of good Gold in Dick shape that & very [illegible] [illegible] [illegible]

New Orleans, Jany 31 1889

Co Gold

Mr T. H. Eddison,

Dr Sir.

Pardon my question, but think you will, when you know special friend mine - by name, Carson Hodge from your State. Michigan - Thinks of writing Georgia to look for Gold mine. Having heard you had stated, there was as much Gold in Georgia & North Carolina as there is. Most of the Rockies, my object in writing, is to help a friend, & if it is your opinion - may I ask. Whether there is any particular part of these States. One should look. If you would greatly oblige - Wishing you Compliments of the Season & Continued Success & hoping you will pardon freedom in writing you.

I am with Respect E K Converse

Signature - or initials

Albany, Jan. 5/89.

Thomas A. Edison, esq,

Dear sir:

The favor of your Private Secretary, of 19th ult., in answer to mine of the 15th came duly to hand.

I will send you by express on Monday next a keg of iron - or ulmen I wish to have treated by your magnetic sepa-

rator. This is marked as coming from me, so that you can readily identify it.

Will you kindly pay the express charges, which I will refund. I cannot conveniently learn what they are here.

I expect to be in New York all of next week after Monday and will go out to Orange to see the ore run through. Please do not crush or separate the ore until I see you about it.

From what I have been able to learn about the construction of your separator, I have great hopes that it will be able to make a complete separation of this ore which is highly magnetic.

Very truly yours,
James Blaz Naughton

Recd Jany 9/89
H.M.
No express charges on this

H. M. LIVOR, MANAGER.

WORKS, SCHENECTADY, N. Y.

# THE EDISON MACHINE WORKS,

SHAFTING DEPARTMENT,

19 DEY STREET,

NEW YORK.

Jan 7th/19

My dear Tate

I sent you marked to yourself to day by U S Express a keg of ore I wish you would have it crushed & have half brought down to 20 mesh & the other half to 10 mesh, please have this done in the morning as I will be at tomorrow about 1.30 P.M. & after I get there we will have it seperated. please do not fail me on this as it is very important & oblige

Yours truly

H. M. Livor.

Eve Mulleny.

Albany, Jan. 16/89.

A. O. Tate, esq.,

Dear sir:

Your favor of 15th inst. is at hand.

I wish you would kindly let me know when the separator is in running order. I should like to see its workings.

I saw Mr. Witherbee, of Witherbee, Sherman & Co., a day or two ago. He told me that he had

had some of the Port Henry
ore treated by your sep-
arator, with the object
of getting rid of the
apatite which is in
that ore —

Very truly yours,
James Map Houghton

G. A. LONGNECKER,
MINER AND SHIPPER
OF
MAGNETIC IRON ORE,
MECHANICSBURG, PA.

Mechanicsburg, Pa. Jan. 16th 1889

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

In yours of the 28th Dec. you say, "when sample of ore sent you has been treated, will write me further"- All I have heard of it, is a letter received from New York, signed H. M. Sivon, asking me to negotiate with syndicate, as to the separation of my magnetic iron ore - Before going further in this matter, I will say, right here; if I send on or bring a bbl. on two of my ore with me, to your Laboratory, can I see it Just through, personally, if so, I will then be in a position to talk & act - Quote advice & oblige - Yours truly G. A. Longnecker

C. TOBIAS & CO.,
SHIP BROKERS,
19 Beaver Street,

Ans. 20/2/89.

New York, Jan. 21, 1889.

Ask how much 25 lbs to Experiment with Return Sample

Thomas A. Edison, Esq.
Orange N. J.

Dear Sir:

We beg to acknowledge receipt of your communication dated Jany. 19/87., and today send you by registered mail under separate cover the sample of Thorit as received from Messrs. T. Thommessen & Son.

After having examined same, you will kindly inform us of your determination & whether you can make use of the mineral, also stating what you would be willing to pay for it.

In the meantime we remain

Very truly yours

C. Tobias & Co.
Beatty

P.S.
Please you cannot use the mineral then please retire the sample.

---

G. A. LONGNECKER,
MINER AND SHIPPER
OF
MAGNETIC IRON ORE,
MECHANICSBURG, PA.

ack'd 15/2/89

Mechanicsburg, Pa. Jan. 23d 1889

Thomas A. Edison, Esq.
Orange, N. J.

Dear Sir:-

Yours 19th inst is received. Will ship by fgt, at once, another bbl. of my magnetic iron ore, informing one of it's arrival, your laboratory. Will leave here in time, to arrive in Orange by (not later than) 8.00 A. M., Tuesday morning, Feb. 19th on my way to New York. Will stop over to see the ore treated. Will confirm this by letter or wire a few days in advance of the time appointed. On the contrary, if this arrangement complicates your matters, Wednesday, (20th) will answer just as well.

Yours Truly
G. A. Longnecker

Ores and Minerals

Write & say that ~~[illegible]~~ am not prepared go into mining just yet — thank Kunz for Reference

Ans. 5/2/89.

402 Garden St., Hoboken, N.J.

Jan. 28, 1889.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Sir:- Judge Habersham who writes the enclosed wishes me to call your attention to the same. In regard to the chromite, will let you know about it very soon.

Very truly yours,

George F. Kunz.

**[ENCLOSURE]**

Over and Remarks

Union Point, Ga. 24th June 1889.

[illegible]

[illegible]

[illegible]

During the past five months I have been here hoping to effect a sale of the Belle Green Copper Mine to a Syndicate in England and to arranged for erecting a plant of my Early Process for saving fine or flood and wasty or oxidized Gold in mining operations.

The agent of the English Syndicate visited Georgia during the late heated term and suffered from the change of temperature. On leaving England, the thermometer stood at 80° above zero. Upon his arrival here, it ranged between 95° and 95° Farenheit. Thus, and the report of what that [illegible] Food provided in Atlanta [illegible]

**[ENCLOSURE]**

[illegible] making a [illegible] examination of the mineral [illegible] [illegible] [illegible] to the [illegible]

[illegible] with an [illegible] of the [illegible] and with every prospect of an early spring. Our mines can be worked continuously throughout the year. Can you not induce Prof. T. A. Edison of Menlo Park to unite with me in my mining enterprise?

I control the Magruder Mine of Lincoln County. The whole consists of nine hundred and one acres (901 acres) of mineral and agricultural land. This property has been thoroughly developed and has proved to be rich in gold, copper, silver and lead.

There are five veins of ore, extending for 2 miles through the property. The composition of the main vein

2) is quartz with copper pyrites and [illegible] also interspersed with fine metallic copper and [illegible] with [illegible] carrying free gold and silver.

The following are the assays made from the specimens of ore taken from the vein at various depths.

Table of Assays by Prof. H. A. Cutner

| | | Gold | Silver | Copper | Lead | |
|---|---|---|---|---|---|---|
| No 1.001. | Value per ton | $8.33 | $16.50 | $27.70 | ...... | $52.43 |
| No 1.002. | " " " | None | 9.90 | 44.66 | ...... | 54.56 |
| No 1003. | " " " | $99.21 | Trace | Trace | ...... | 99.21 |

Table of Assays by Prof. A. H. Hamilton

| | | | | | | |
|---|---|---|---|---|---|---|
| No 532. | Value per ton | $11.65 | $3.51 | $125.22 | ...... | $140.38 |
| No 533 | " " " | 5.15 | 16.55 | 34.26 | $23.74 | 79.70 |
| No 534 | " " " | Trace | 25.12 | ...... | 73.47 | 98.59 |

Average of six assays $87.50 per ton. Total $525.07

On the Magruder property there is a very extensive deposit of auriferous Marl. The lowest yield from a number of assays and mill runs was seven dollars and the highest four hundred and ninety four ($494) dollars per ton. With a cheap process for working (40 $ per ton)

**[ENCLOSURE]**

very large returns may be derived from this class of material. The quantity is almost unlimited. In 1840, this property was worked for gold alone and $100.00 to the hand was derived by means of Sluices.

There is a sufficiency of wood and water on the premises for all practical purposes.

The average Marl, assays $9.50 per Ton, which when crushed with an ordinary Crusher, and passed through my Eddy Process, for saving fine or flour and rusty or oxidized gold — will I think, yield the full amount of the assay — From 25 @ 30 tons of the Marl can be worked every 12 hours, at a cost of forty cents per ton.

I hold an option upon the property at $40000.00 and have the refusal of a Lease for Five Years, at $500.00 per annum. payable Semi-annually.

For the sum of ($5000.00) five thousand dollars I will sell a one half interest in the Lease and a half interest in my Eddy Process, in all operations east of the Rocky Mountains. I propose to retain the right to the Eddy Process West of the Rocky Mt. — as Messrs Rankin Brayton & Co of the Pacific Iron Works of San Francisco, Cal. have written to urge me to visit California with my process for saving gold.

The rich auriferous & argentiferous ores from the veins on the Magruder property can be concentrated and sent to the reduction works at Charlotte N.C. and worked at small cost.

Within seven miles of this place there is a vein of Magnetic Iron Ore, which extends for miles through this County.

Enclosed, please find a sample.

Trusting that you may be able to induce Prof. Edison or some one of your many friends to become interested with me; and wishing you and yours many blessings during the New Year.

Believe me Yours Sincerely

Wm Waring Hakersham

**[ENCLOSURE]**

N.B. I propose, with the $5000.00 to put up the necessary machinery and establish my Eddy Process on the Magruder Mine.

Sutteen & Bros of Philadelphia made an assay of Ten (10) tons of Magruder. One which averaged 45 per cent Lead 25 ozs Silver and 75-100 oz Gold per ton.

Yours Sincerely
W. Harry Robertson

Send this man to the Reading Mine
Called Sunk mine to assist Lehman in
surveying — He goes on Hudson RR
to Cold Springs & then he will either
meet Reed or Lehman at Hotel or if
they do not come down he can
get a carriage and drive up to
mine which is six miles — give him
twenty (20) dolls for his fare —

James Duncan
Feb 5 89
20.00

Junk mine —
Called Reading RR mine
6 miles from Cold Spring
The N.Y.C + Hud River —
Mr Wilcox.

TAE - Kunz

Ans. 12/2/89. (Feb. 12)

402 Garden St., Hoboken, N.J.

Feb. 9, 1889.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Sir:- The enclosed letters on the subject of chromite may be of interest to you and I think are worth the following up. Expect to hear from another source which as soon as I do, will send to you also.

Believe me,

Very truly yours,

George F. Kunz

[ENCLOSURE]

Record Records
THE G. D. RAY MICA COMPANY,
BURNSVILLE, N. C.

Burnsville N. C. Jan 1st 1889

Mr George F. Henry.
New York, N.Y.

Dear Sir.

Yours of 6th ult. received 2 or 3 days ago and has remained unanswered because other parties had an option which expires today. The mine you refer to belongs to me. The deposit is very large, to all appearance unlimited. There have been several assays made showing 50% thermic iron. The analysis in each instance has been made by chemists of acknowledge ability.

The mine lies about five miles from this point & within about three miles of line of rail road now located and on which work is under contract and progressing at this time.

There are two to fifteen tons of ore out now at the mine.

I would not care to name a price per ton at this time; the mine however is on the market and open to inspection. Should you desire to purchase you will want to examine the property and at that time I will give the

[ENCLOSURE]

figures at which I will sell.
I neglected your letter, it should have received an earlier answer and would only for negotiations I was carrying on with other parties, I am sir,

Very truly yours,

G. D. Raly.

**[ENCLOSURE]**

Oes and Men

THE G. D. RAY MICA COMPANY,

BURNSVILLE, N. C.

Burnsville N. C. June 13th 1889

Mr George F. Kersey

Hoboken N. J.

Dear Sir:

Yours of 8th received and in reply would say. The tract on which my mine is located is 25 acres in extent. There are four regular well defined veins on the property, with good true walling of supportive rock. The veins are each of them about 18 to 20 inches wide. On one of the veins one ancient works 20 to 25 ft deep to where work was stopped. These works were opened, like ancient works at mica veins, by a race of which we know nothing. I cannot say further about the deposit than that all geological indications point to an unlimited, an inexhaustible supply of the ore. As I wrote before I have taken out some 15 tons and the vein is as perfect and the ore as rich where work stopped as at any point while work was going on. I simply stopped because I had found to my satisfaction what the mine really was as to production and quality. I do not feel inclined to name a price at this writing. When you write further as you

**[ENCLOSURE]**

intimate you will, and when I know what your intentions are I might give price, but I think the better time to agree on that will be when you come to examine the mine.

Any further information shall be pleased to furnish you, and, hoping you will find the matter of sufficient importance to visit the country and the mine, I am Sir,

Very truly yours,

G. D. Ray

ore Melling

Mr. Dickson, February 21, 1889.

Mr. James MacNaughton has sent some ore here, which I understand contains Titanium. Mr. MacNaughton tells me that the Titanium occurs in crystals, and that there is no chemical combination between this element and the iron. We would like to have some of this ore run through the separator as soon as possible--to-day if practicable. Perhaps Mr. Edison would like to examine the concentrates before Mr. MacNaughton is communicated with.

A. O. Tate.

O.K. come out

JOHN BIRKINBINE,
ENGINEER,
No. 23 N. E. City Hall Square,
N. JUNIPER ST.
PHILADELPHIA.

Sheets. No.

Philadelphia. February 25th. 1889.

Le

T. A. Edison, Esq.

Orange. N. J.

Dear Sir:

I have this day arranged with Messers Walbaum & Co to ship to you tomorrow for testing with the magnetic separator, a sample, each, of the following,

Rolling mill cinder containing from 50 to 55 per cent of iron.

Roll scale, probably carrying 60 per cent of iron.

Converter splittings, iron and slag in the form of shot.

Ladle slag from the converter pit, consisting of particles of steel mixed with slag.

Cupola slag, this will contain some iron and manganese.

Mr. Mc. Ginness informs me that the assertion was lately made to him that iron carrying 4 per cent of manganese was non-magnetic, this assertion I very much doubt.

I hope to hear from you shortly in regard to working up the paper on "Iron Ore Concentration".

Yours Truly,

Jno Birkinbine

Ores + Minerals

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. Lock Box.

Philadelphia, Feb. 20th. 1889

Thos. A. Edison Esq.

Llewelyn Park N.J.

ans. 1/3/89

Dear Sir-

At the request of Mr. John Birkinbine we have shipped to day to the Laboratory at Llewelyn Park the following parcels.

1 Box of Pit or Ladle Slag ✓

1 Box of Cupola Slag ✓

1 Box of Converter Slag ✓

1 Keg of Mill Scale ✓

1 Keg of Mill Cinder ✓

In regard to the material marked "Cupola Slag" the writer is in doubt whether it is Iron Cupola or Spiegel Cupola Slag, the latter was asked for but the slag looks more like the former and we have written the Penna. Steel Co. who kindly furnished the material for further information.

Trusting that the samples will answer your purpose we remain.

Yours very Truly.

W.H. Walbaum + Co.

Rec'd Feby 20 89
H. H. Miller

ores + minerals

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,

METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF

**W. H. WALBAUM & CO.,**

*206 South Fourth Street,*

P. O. Lock Box.

*Philadelphia,* Feb. 28th. 1889

Laboratory of Thos. A. Edison

Llewelyn Park

Dear Sir-

Referring to our letter of 20th. inst. in regard to slag sent you for experimental separation we have heard from the Penna. Stel Co. that the slag marked "Cupola" is iron Cupola slag and not Spiegel.

We have been informed that 4% of Manganese when present as an alloy destroyes the magnetic properties of iron and unless you specially desire to try it or doubt the accuracy of our information we will not send a sample of Spiegel slag until we hear from you.

The Penna. Steel Co. were unable to give us any data in regard to the chemical composition of the slags they sent but are much interested in the outcome of the experiment.

Of the materials sent we think the greatest practical benefit would be in successfully treating the Cupola and Pit or Ladle Slags as at present no attempt is made to utilize these as they go at once to the cinder bank.

The other materials are usually sent to the Blast Furnace and as the writer was told a short time ago by a Mill Manager "the Blast Furnace is about as good a separator as any yet invented."

Yours Very Truly.

W. H. Walbaum & Co

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street.

P. O. Lock Box.

Philadelphia, March 6th. 1889

Wm. K. Dickson Laboratory of Thos. A. Edison

Orange N.J.

Dear Sirs-

We received this morning the samples of the slag you so kindly sent us and are much disappointed at the results as no practical benefit appears to be derived from the seperation.

We could not expect very much from the Mill Scale, Mill Cinder and converter Spittings as they are already in fair shape to go to the Blast Furnace but we did hope that the Ladle and Cupola Slags would be susceptible to treatment as at present the Iron they contain is a total loss for these slags go direct to the dump.

We presume the presence of Mn. may effect the separation or possi-bly the samples sent were particularly clean ones.

If you made any analysis of the original samples we would be pleas-ed to receive them as we could tell from those whether or not the samples were average ones.

Thanking you for sending us the results and regretting that they were not more satisfactory we remain.

Yours Very Truly.

W. H. Walbaum & Co

(Dictated)

Mills Building.

New York, March 28, 1889.

Friend Edison:

Referring to your message through Mr. Insull, regarding the Montana gold mine, I desire to say that Gov. Hauser will be glad to forward to you a sample of the average ore; but as the mine is 100 miles from any railroad, the expressage will be very heavy, and therefore he asks with how small a quantity you could get along. Would 100 pounds be sufficient for your purpose? Do you wish the ore pulverized or in its original state, as it comes from the mine? You can have it either way.

Yours truly,

H Villard

E.A.S.

Ans Apl 8/89

If Tellurium
Cored be obtained
Cheap I could
use it in 3 large
equipment I have [illegible] with it
I have [illegible] considerable
very [illegible] [illegible]
[illegible] [illegible]

Ann Arbor Michigan.
April 3rd/89

Thos. A. Edison Esq.
Llewellyn Park, N. J.

Dear Sir:

I have been referred to you for information as to any known uses for the metal Tellurium or its salts.

I am interested in a possible source of this metal (scientifically) and would be glad to know of any uses for it.

Very truly yours
Frank C. Smith
Instructor in Assaying &c
University of Mich.

on milling

OFFICE OF WOERISHOFFER & CO.,

NO. 52 EXCHANGE PLACE,

F. G. RENNER,
HANS SOMMERHOFF.

P. O. BOX 3105.

New York, Apl 8 1887

My dear Edison

I am interested in a Copper mine near Somerville N.J. which is now being developed with Steam drills. The ore is stated to be very simple in Combination –

I have had a number of analyses made here & in Europe & all show about same results –

Some Specimens show a p.c. of Silver & a trace of Gold.

I have directed a box of Specimens sent to you & it will be a personal favor to me if you will have a careful analysis made under your personal supervision & give me your opinion as to the most Economical method of reduction.

The Ausonia people report they have a process for treating this ore by Electricity at a low cost.

I am told the metal product of this copper ore is very pure –

thanking you in advance I am
Yours Sincerely
J. Sheffy

ores

Ans. 16/4/89 ~ 6

508 California St
Room 23
San Francisco Apl 8th 1889

T A Edison Esq
New York

Dear Sir:-

Bismuth can never come into great use at [illegible] quotations

A friend of mine who has a mine which produces Bismuth lots in quantity requested me to make enquiry to the different uses it can be applied to in case the price could be reduced $1.25 say one half of present quotations, Will you kindly inform me if you have occasion to use Bismuth in any quantity in your different Enterprises or if not who does and what the yearly Consumption would likely reach, provided the price was reduced, say one hundred per cent.

Yours truly
M. C. Laven

$1.25

50 Cents would probably permit it to be used quite Extensively in the arts — Edison

Mills Building,

New York, April 15, 1889.

Dear Mr. Edison:

By express, I sent you to-day ore samples, about which we have been corresponding.

Enclosed please find copy of a letter from the manager of the mines to me, explaining the samples sent.

Yours truly,

H. Villard.

pbm.

[ENCLOSURE]

Copy

The Maginnis Mining Company

Maiden, Montana, April 7th 188

Henry Villard, Esq.

Mills Building, New York.

Dear Sir.

On the 5th inst. I went through all the workings in the Spotted Horse gold mine, and helped the foreman take samples from seven different places in the workings.

One sample from the 150 foot level in old shaft. One from the 200 ft level and five from various ore bodies exposed in Main tunnel covering a length along the vein of over 100 ft and at various heights from the bottom of tunnel up to 35 ft above it in some of the stopes. There is large quantities of ore in sight at all points sampled by me. All the various samples were put together and boxed. The black ore is about 4 ft wide where struck out of unknown extent – I think it one of the best free gold mines in Montana.

Respectfully yours,

(signed) Granville Stuart.

The black sample is a Tellurides ore and is not free milling.

ac milling
G. A. LONGNECKER,
MINER AND SHIPPER
OF
MAGNETIC IRON ORE,
MECHANICSBURG, PA.

Mechanicsburg, Pa. Apr. 16th 1889

Thomas A. Edison Esq
Orange N.J.

Dear Sir:-

When at your laboratory in Feb. your Mr. Brown stated he would run a weighed quantity of my ore through your magnetic iron ore separator, and would give me result of the work, complete analysis of the ore before separation, also the concentrate, loss in tailings &c., in fact a complete report - I have waited patiently, but as yet rec'd no report whatever - Would be pleased to hear from you, also would like to know when the Hartzell separator at Allentown, Pa. will be put in operation -

Yours Truly
G. A. Longnecker

803

# Pell Fluor Spar Mining Company,

—MINERS AND SHIPPERS OF ALL GRADES—

## FLUOR SPAR,

FINE GROUND, LUMP AND CRUSHED.

Fine Ground Chemically Pure Fluor Spar a Specialty, for use of Glass Works and Chemicals.

Telegraph Shawneetown, Ill.

Rosi Clare, Hardin Co., Ill., April 17th 1889

Capt Edison
New York - N.Y.

Dear Sir

Look of the Ross
very
transparent
samples

We have here at our mines a mineral termed "Fluor Spar" of wonderful strength and purity - In its natural state it is a wonderful flux for metals of all kinds and for glass making and by chemists for making Fluoric and Hydro-fluoric acids &c - As a flux it is only partially successful not being used universally because when put into a furnace or Cupola the best of it passes off in fumes before the entire mass of iron or metal receives its full force - if it could be retained it would revolutionize the manufacture of iron and make steel direct from the ore. It is a wonderful product and if you desire us to do so we will

Send you some samples in the lump or natural state and some fine ground as we grind it for use of glass Wks and Chemicals-
We have also what we term "Calc" Spar which is lime as nature made it, analysis being over 90% pure lime-
Could this be used in making your "Electric light" taking the place of the ball of lime with Oxygen & hydrogen?
Thinking you might desire to experiment a little with both the Fluor Spar and "Calc Spar" for our mutual advantage I take the liberty to address you If I can be of any service to you Command me

Very Truly Yours
G. H. Loudon Propr
Pell Fluor Spar M Co

H. M. LIVOR, CGS
MANAGER.

WORKS,
SCHENECTADY, N. Y.

# THE EDISON MACHINE WORKS,

SHAFTING DEPARTMENT,

19 DEY STREET.

NEW YORK, April 18, 1889.

A.O.Tate, Esq.,

Edison's Laboratory, Orange, N.J.

Dear Sir:

You will receive from the Gilbert Mine, where we are now erecting a mill, a box of Ore. I wish that you would have this Ore concentrated at 12 mesh and 20 mesh, and send a couple of small boxes of each to me as I desire to have them analyzed.

I also left the other day with Dixon some samples of Scrub Oak Ore. I should have received the concentrate from this Ore before this, and don't understand the delay. Will you kindly take it in hand and see Dixon and have it pushed through? I wanted this also in about 12 mesh and 20 mesh, and wished a sample box of each. By doing this, My dear Tate, you will oblige,

Yours truly,

H M Livor

There are others to see to besides Dixon unfortunately -

His stuff was shipped 20th (Sat - a.m.) finished Friday - [illegible]

Ores

OFFICE OF THE

Ans. May 8/89

PENOKEE AND GOGEBIC DEVELOPMENT COMPANY,

COLBY & ABBOT BUILDING,

JOSEPH L. COLBY,
TREASURER.

Dixon

MILWAUKEE, April 24th 1889

Thos. A. Edison Esqre

Orange. N.J.

Dear Sir.

I have made an estimate of the probable gain in value of manganiferous iron ores if concentrated by your process, which I enclose herewith as a guide in making your experiments with "Colby" ore.

If there is any further information I can give I shall be glad to do so if Mr. Dickson will let me know what is wanted.

Yours very truly

Joseph L. Colby

**[ENCLOSURE]**

OFFICE OF THE

PENOKEE AND GOGEBIC DEVELOPMENT COMPANY,

COLBY & ABBOT BUILDING,

JOSEPH L. COLBY, TREASURER.

MILWAUKEE, April 24, 1889

Memorandum for Mr. Edison.

Estimate of value of Manganiferous ores containing 63% combined Iron & Manganese, if concentrated, as follows.

| Manganese. | Iron. | Present value of ore at mine. Containing Manganese 47% Iron 19% | Value after concentration | Gain in Value |
|---|---|---|---|---|
| 53 % | 10 % | $3.00 | $12.84 | $9.84 |
| 50 " | 13 " | 3.00 | 11.80 | 8.80 |
| 47 " | 16 " | 3.00 | 10.82 | 7.82 |
| 44 " | 19 " | 3.00 | 9.90 | 6.90 |
| 40 " | 23 " | 3.00 | 8.90 | 5.90 |
| 36 " | 27 " | 3.00 | 7.98 | 4.98 |
| 32 " | 31 " | 3.00 | 7.14 | 4.14 |
| 28 " | 35 " | 3.00 | 6.38 | 3.38 |

H. M. LIVOR,
MANAGER.

WORKS,
SCHENECTADY, N. Y.

# THE EDISON MACHINE WORKS,

SHAFTING DEPARTMENT,

19 DEY STREET,

NEW YORK, April 29, 1886.

Thomas A. Edison, Esq.,

Orange, N.J.

ans. 2/5/889

Dear Sir:

I send you by express to-day a cigar box of the Ore that I referred to when I saw you Saturday as being an Ore found fine in its natural state. The condition of the Ore as you will receive it is just as it is mined. This Ore is said to be magnetic, but not very strongly so. It is also low in Iron. I would suggest that this Ore be thoroughly dried before you attempt to separate it. If you will kindly give Mr. Dixon instructions about this you will greatly oblige,

Yours truly,

H M Livor

ores

# Pell Fluor Spar Mining Company,

—MINERS AND SHIPPERS OF ALL GRADES—

## FLUOR SPAR,

FINE GROUND, LUMP AND CRUSHED.

Fine Ground Chemically Pure Fluor Spar a Specialty, for use of Glass Works and Chemicals.

Telegraph Shawneetown, Ill.

Rosi Clare, Hardin Co., Ill., April 29 1889

A. O. Tate, Private Sety
Thomas. A. Edison
Orange N. J.

Dear Sir

Your Kind favor 24th at hand — We have no transparent samples of the "Calc" (native lime) Spar but occasionally come across some very fine transparent samples of the Fluor Spar crystalized in squares &c — we find these when we come across "pockets" in our mine — If this is what you desire we will remember you when we reach the next pocket — Would the lump "Fluor Spar" or ground "Fluor Spar" or lump or ground "Calc Spar" be useful to you in any way in your experimentings — Fluor Spar is the most powerful fluxing mineral in the world if its fumes could be controlled so that the molten mass would receive the full benefit — if this could

be done, steel would be made direct from the ore in the furnace to any desired weight in one mass — or hard or soft steel or iron made Krupp the great German inventor or discoverer of casting steel in large bodies would then take a back seat —

I believe Fluor Spar and Calc Spar and possibly some other simple ingredient is all that is required to do the work — something to retain the strong cleansing and purifying fumes of Fluor Spar and drive out the phosphorous and sulphur — I have the largest mine of Fluor Spar and about the only one in the U.S. and would gladly put it in to such a discovery — I sell a great deal of Fluor Spar for fluxing as it is, but in its natural state it does not come into general use especially with the smaller iron works as they cannot control it — They say it is invaluable to them if its fumes could be controlled — I believe Mr Ellison is the man to solve this problem as he has done so many others much more difficult —

Very Truly Yours
Pell Fluor Spar M Co
Jr H Loudon Propr

Ans. May 13/89

508 California St Room 23
San Francisco May 6th 1889

T. A. Edison Esq
Orange N J
Dear Sir:-

Your letter of April 18th has been recd and in reply thereto have to say the mine mentioned in my previous letter is within a convenient distance of a seaport town on the Pacific Coast.

The vein containing the ore is strong and vigorous and promises to be lasting and productive in several kinds of metals but particularly in Bismuth. An analysis of the ore shows the following viz. per ton

30 percent of Bismuth
15 " " " Copper
7 " " " Lead
10 " " " Sulphur

With 100 ozs of Silver and $10 in Gold.

What I desire to know is simply this. If the price of Bismuth was reduced to one dollar per

2.

pound, could a large market be worked up ~~for~~ in connection with any industrial use? If so, to what uses?

It is safe to say that at present the mine has 2000 tons of rock are in sight, and gives great promise of permanance.

In reading up on the physical properties of Bismuth, I note that the authorities say that Bismuth is the most strongly diamagnetic of all metals, and this suggests to me the idea of communicating with you, in the hope that a large use of Bismuth might be created by some of your many valuable inventions. I shall be pleased to hear from you fully in relation to this metal, at your early convenience

Yours truly

M C Jansen

H. M. LIVOR.
MANAGER.

WORKS,
SCHENECTADY, N. Y.

# THE EDISON MACHINE WORKS,

SHAFTING DEPARTMENT,

19 DEY STREET,

NEW YORK, May 7, 1889.

A.O.Tate, Esq.,

Edison's Laboratory,

Orange, N.J.

Dixon
attent

Dear Sir:

I send, directed to you, to-day by express a small box of Ore. In the box you will find a letter addressed to me from Mr.W.G.Rowe of Reading, Pa. This letter will explain the matter fully. Please show this letter to Mr.Edison and ask him what he thinks of the Ore for separating purposes. Have the Ore separated, and please send me samples of the concentrate and tailings, and also let me know what the percentage of metallic iron is, and oblige,

Yours very truly,

H M Livor

on milling

Edison

Ans. May 8/89

Eufaula May 8th 1889

Mr E. H. Johnson
President of Edison Electric Co. &c

Dear Sir

Please inform me who I will communicate with in refference to the Edison Electric Gold saving Machine If you have any cuts or description of the Machine please send me one I controll a Larger amount of Tailing Ground to an impalpable Powder worked Fifty years ago There was so much sulphur & Arsenic that the amalgamates Could not take it up.

It will yield $20.00 or $25.00 per Tone I have specimen ready to send to whom you may Designate I also controll a bed of Decomposed Slate that will yield 15 to 18 Doll per Tone this is unlimited

Yours Truly
V D Thorp

Ores

Thank him for sample say
Rutile has no value at present
Have you a mine of
Auriferous pyrite.

Candler Bincomb Co N.C. May 11th 1889
T. A. Edison — Menlo Park N.J.
Dear Sir
Ans. Nov 16/89
I send you to day 9 Ounces of Rutile
Please Write me if you are Buying and
the Value Per Pound of Such Material
— I Still hope you will Perfect a Process
for the Successfull Reduction of the
Auriferous Pyrites of this Country for
I Believe the future Supply of Gold
Must Be obtained from that Source
and I Believe you will By the aid
of Electricity or otherwise as I think
Nothing is impossible to you
Respectfully yours
G. G. Hayden

Rec'd May 15
H. Tell

Adress Candler Bincomb Co. N.C.
P.S. I have a Peculiar Hard Crystal I will
Send you if you wish me to I am not
able to Determine What it is G.G.H.

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. Lock Box.

Philadelphia, May 27th. 1889

Laboratory of Thos. A. Edison

Orange N.J.

Gentlemen:

Referring to your favor of 11th. inst. we wrote our fr--iends in regard to sending test lots of their ores and we are ad--vised that they hace shipped to you four kegs marked as follows. "No. 2 Soft Ore", "No. 2 Hard Ore", "No. 4 Soft" and "Stuart". These ores according to analyses furnished us are exceptionally low in Phosphorus, but are lean and it will be necessary to concentrate them in some manner. There is a scarceity of water in the district and magnetic seperation seems to be the only method.

We will be greatly obliged to you if you will send us samples of the crude ore, concentrate and tailings from each sample and also estimates for plant as per ours of the 10th. inst.

Trusting that your test will prove satisfactory and that the sam--ples will reach you safely we remain.

Yours Very Truly.

W. H. Walbaum & Co

GEO. A. SHEPARD.
HATTER'S SUPPLIES.
FACTORY,
WESTPORT, CONN.

OFFICE OF
GEO. A. SHEPARD & SON,
MANUFACTURERS OF
HATTER'S GOODS, COVERED REEDS, LEATHERS AND SELF-SUPPORTING HAT WIRES.

GEO. F. SHEPARD.
SALESROOM AND
OFFICE,
BETHEL, CONN.

Bethel, Conn. July 31st 1889

Mr Thomas A Edison

Ans. June 4/89

Dear Sir

I take the liberty to send to you a sample of what is called natural Paraffine for your inspection. If you find this worthy of your attention after you have analyzed it & shall be pleased to hear from you. This can be dug from the earth in immense quantities One very large bed of it over 80 feet thick and a very long and wide stretch of ground all on the surface. Please let me hear from you soon and oblige

Respectfully Yours

Geo A Shepard
Bethel Conn

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. Lock Box.

Philadelphia, June 12th. 1889

Laboratory of Thos. A. Edison

Orange N.J.

Ans. June 13/89

Gentlemen:

Would you kindly advise us if samples of ore, B]L of which was sent you on the 5th. inst. have been received, for if not we will send out a tracer. Our principals in this matter are anxious to hear the results of your seperation and also to receive esti--mates on cost of plant as per ours of the 10th. ult. They are ne--gotiating with other people and we are afraid that if we are unable to place some data before them soon they may make other arrange--ments. Awaiting your reply we remain.

Yours Very Truly.

W. H. Walbaum & Co

Ons

GEO. A SHEPARD.

HATTER'S ENVERS.

FACTORY,
WESTPORT, CONN.

OFFICE OF

# GEO. A. SHEPARD & SON,

MANUFACTURERS OF

GEO. F. SHEPARD.

SALESROOM AND
OFFICE,
BETHEL, CONN.

HATTER'S GOODS, COVERED REEDS, LEATHERS AND SELF-CONFORMING HAT WIRES.

Bethel, Conn., June 17th 1889

Mr Thomas A Edison
Dear Sir

Since I wrote you and forwarded the sample of Natural Paraphine. I have learned that that which I sent you was a very poor sample that it is by far richer in Paraphine and when first taken out is very soft and cuts like cheese. I am also informed that the red part is almost imperishable in a very strong heat. Would it not be a good thing to be used in the make up of Carbons for the Electric light. I have subjected it to a strong heat and it did not diminish in size or waste at all. I have sent for a larger and better sample and hope to hear from it very soon. This lies in between two hills and is many hundred feet

GEO. A SHEPARD.

HATTER'S SKIVERS.

FACTORY,
WESTPORT, CONN.

OFFICE OF

# GEO. A. SHEPARD & SON,

MANUFACTURERS OF

GEO. F. SHEPARD.

SALESROOM AND
OFFICE,
BETHEL, CONN.

*HATTER'S GOODS, COVERED REEDS, LEATHERS AND SELF-CONFORMING HAT WIRES.*

Bethel, Conn., 18

long and wide and is over 80 feet thick. so you see there must be a very large amount of it. I shall be pleased to hear from you at your earliest convenience and if you think this worthy of your attention will call and see you.

Respectfully Yours &c

Geo A Shepard
Bethel
Conn

How low a price [illegible] Could it be [illegible]

There is no paraffine in the sample - ~~[illegible]~~ the white part is simply a hydrated Oxide of I think alumina & the Red is the same colored red by Oxide of Iron - If the white part could be got free of iron perhaps a market could be worked up

OWS

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,

METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF

W. H. WALBAUM & CO.,

206 South Fourth Street,

P. O. Lock Box.

Philadelphia, June 21st. 1889

The Laboratory of Thomas Edison.

Orange

June 24/89

Dear Sir:

Your letter of 20th. inst. and 4 boxes of concentrates received and did you not omit to send some further information to the quality of ore before and after concentration, as we should like to write fully to our people as to the efficency of the Con-centrator and until we have some data comparing the ore as receiv-ed and the concentrates they will not understand whether it would help them or not.

Will you kindly give us full information on this subject as soon as possible so that we can completely put the subject before our par-ties, and shew them the advantage of having a concentrator erected on their property.

Yours Very Truly.

W. H. Walbaum & Co.

over

please state
what you are
desirous of
knowing anent
Plant Edison Separator

Ores

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

P. O. Lock Box.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

Please return to Dickson

Philadelphia, June 25th. 1889

Laboratory of Thos. A. Edison

Orange N.J.

Dixon

See [illegible]

Gentlemen:

Your esteemed favor of the 24th. inst. came duly to hand and in reply we respectfully refer you to our letter of the 10th. ult. which covers largely the information we wish. We would also ask for samples of the ore you have recently tested, that is samples 1st. of the Crude Ore before treatment, 2nd., concentrates from seperation and 3rd. tailings from seperation in order that our principals can obtain sufficient knowledge of the benefit they will derive in treatment of their ore by your method to justify them in the erection of a plant at their mines. As you can see by the date of our first letter to you on this subject there has already been considerable delay in obtaining the information we desire and we would be greatly obliged to you if now after testing the ore in accordance with your letter of the 11th. ult. you would put us in a position to communicate with our principals at your earliest possible convenience. We would also like to know the proportional amount of each product of seperation that is in one hundred parts of crude ore what percentage of concentrates and tailings will be obtained. Awaiting your reply we remain,

Yours Very Truly.
W. H. Walbaum & Co

Fully attended to July 1st. Samples sent
[illegible]

[ATTACHMENT]

Mr Tate —

To Messrs Walbaum & Co
206. South 4th St
Phil.

Yrs of 25th etc

Shall send you
desired information &
test as soon as
done — which will
be in ~~a day or so~~
~~two~~ or 3 days —

E.

[ATTACHMENT]

Mr Wm Walbaum & Co July 1/89

We send you by to-days mail samples ~~the~~ required ~~the~~ separator at the rate of 200 tons a day

| name | original parts | Concent. parts | Tailings parts |
|---|---|---|---|
| Soft 2 | 46 | 33 | 13 |
| Soft 4 | 46 | 14 | 32 |
| Hard 2 | 42 | 34 | 8 |
| Stuart | 40 | 24 | 16 |

~~Yes truly~~

Dictated

Mills Building,

New York, July 17, 1889.

Dear Mr. Edison:

After you have finished with the Spotted Horse Mining paper, will you kindly return them, and oblige.

Yours truly,

H. Villard.
per.

Papers returned Aug 7/89

Send Sample of ore just as it comes from the mine no picking

E

July 18. 1889

Mr. Thos A. Edison

Dear Sir Ans. July 24/89.

In our Manganese Works we have considerable fine ore that runs thro. the jigs. This waste or tailings are mixed with Silica Slatire

In fact all of our fine ore is quite badly mixed and if we could separate or clean nicely would no doubt have 25% of manganese of good grade.

Can a Separator ~~a Separation~~ of this material be made? if so at about what cost pr. ton?

Would you make a test if samples are furnished and name charges for so doing

Respectfully Yours

Chas M. Bradley

SUBJECT

Say I can't do anything with it.
Edison

S. P. Kobverton,
Attorney at Law,
Sunbury, Pa., July 26th, 1889.

Ans. Aug 2/89.

Dr. Thomas A. Edison.
Orange, N.J.
Dear Sir;-

I am interested with others in a vein of material which has assayed as follows;-

| | | |
|---|---|---|
| Silica. | 35,33% | |
| Ferric Oxide. | 38,66% | |
| Phos acid. | 17,62% | 99,45% |
| Alluminum. | 7,84 % | |

Several of the samples have assayed as high as 20% phos acid, and is therefore valuable as a fertilizer, if the ferric oxide or oxide of iron can be eleminated from the phosphoric acid.

This rock has baffled several chemists to treat it with acids and one of them suggested calcination process in order to render the phos acid more soluable and to rid it of the excess of ferric oxide. Some of the samples assayed about 20% ferric oxide, which the chemists say is too strong in iron and injurious to vegetation.

It has occurred to me that your late electrical invention for separating iron ore from dirt, if tried on this rock would separate the iron from the other component part. If so, I would purchase a machine at once. Will you give it a trial if I send you some of the rock, at your convenience, or forward to proper parties for trial

Please let me hear from you on the subject, and oblige

Yours truly,
Geo. H. Pfeff

OWS

UPON THE SUSQUEHANNA.

# NEFF HOUSE,

Aughinbaugh & Co., Propr's.

OPPOSITE COURT HOUSE, AND CENTRALLY LOCATED BETWEEN THE P. & R. R. R. & PENN'A R. R. DEPOTS.

Sunbury, Pa., Aug. 3rd 1889

A. O. Tate, Esq.
Orange, N.J.
Dear Sir,

Your kind favor of 2nd inst received in relation to phosphoric rock and Pontents noted. As suggested by Mr Edison in your letter, I have to day sent you several samples of the rock for examination and have marked it as Coming from me to identify it as you suggested. If upon examination you find that you Can seperate the oxide of Iron from the phosphoric acid and other Component parts, Please let me hear from you on the subject at once, giving price of your

Electric machine, terms and the amount of royalty if any on this electrical invention, I would be very much obliged to you if you would give this matter prompt attention as I may be obliged to leave here for some time about the 15th inst.

Yours truly

Geo. H. Neff.

Grosvenor Bros.

Ans. Nov. 27/89

HERKIMER, N. Y. Nov 12 1889

Thank him & say we have tried Fuller & other Earths but dont succeed well in using them

Thos: A. Edison, Esq.
Menlo Park, N.J.

Dear Sir:-

With enclosed letter I send you specimen of pure Diatomaceous earth, which perhaps you may know some use for, in the way of insulation for electricity or heat. I know of a very large deposit of this earth, and most of it in a purer state than this specimen: it is found in the bottom of a lake and averages about 15 to 20 feet in thickness. Please advise, if not too much trouble if anything can be done with it, for your benefit as well as mine.

Yours resp'ly
Thos. W. Grosvenor

EICC

Akron, Ohio Nov. 30th, 1889

Send Sample

Mr. Thos. A. Edison,

Orange, N.J.

Ans. Dec. 9/89

Dear Mr. Edison:- I have made a pretty full investogation of the oolitic ores and find that the so-called lime stone ore of Southern Ohio has this peculiarity; that in one part of a hill they get ore such as we inspected when at the factory which is oolitic in character and in other places in the same hill it changes into that of the irons such as we had there. That is, the same vein changes from the oolitic to the other ores. I have not been able to find any other beds in Southern Ohio. Have also made considerable inquiry in Tennessee and have got quite a number of specimens from that Southern iron region and find nothing that is oolitic but a number of the specimens seem to have so oxidized as to have the pink color and some a beautiful yellow. Do you care to have the samples? Can forward them if desired.

Yours resp'y,

Lewis Miller

S. G. REED
Abington Building.

Portland, Oregon, Dec. 2, 1889

Ans. Dec 10/89

Thos. A. Edison, Esq.,
Orange, N.J.

Dear Sir:-

At the request of our mutual friend Mr. Villard I ship you samples of our Oswego ore, namely, one cask marked "fine ore" and two barrels marked "coarse ore"; both also marked "from O.I.& S. Co.", as per enclosed receipts from the Northern Pacific Express Co.

Will you kindly advise Mr. Villard of their receipt, and ask him what disposition he wishes made of them?

Yours truly,

S. G. Reed

Onon.

Mr Randolph
Mr Edison says
please immediately
telephone to Livon
Bechtelsville for
a Bill of his Ore

Telephoned to
Livon & confirmed
Dec 7/89

Dickson

Send right off please

James M. Everhart,

MANUFACTURER OF

Brass Work for Water, Gas and Steam.

EXHAUST STEAM INJECTORS—TIME, SPEED AND GUAGE RECORDERS.

Scranton, Pa., Dec 17th 1889

Thomas Edison Esq
Orange N.J.

Dear Sir — Some Month ago We sent you some refractory Silver Ore for Santa Lucca Mo Ne Co Honduras = 3 different Kinds of about 100 lbs Each " Which you thought Could be treated by you possess of Extracting Iron from the Ore please answer what progress you are Making and Oblige &c

Jas M. Everhart President

Mr Edison says — he does not wish to go into this branch of work just now —

005

Cable Address "Edison, New York."

# From the Laboratory of Thomas A. Edison.

Subject, _____ Orange, N.J. Dec. 27th 89

New Mag. Ore Separator
Exp. on Mallory Ore
- Comparative Test -

| | Capacity - Crude per hour | Capacity - Concent per hour | Crude % Iron average | Con. % Iron average | Tails % Iron average | Tan % Iron average | Belt Speed |
|---|---|---|---|---|---|---|---|
| | 1130 | 730 | 48 | 71.67 | 3.25 | 4.87 | 360 |
| | 1940 | 1215 | " | 70.56 | 8.02 | " | " |
| | 1680 | 1246 | 50 | 71.31 | 3.98 | " | " |
| | 2400 | 1694 | " | 70.03 | 6.51 | " | 425 |

average

ground for analysis to 150 mesh which will explain the low figure (ie 67 etc)

1st regular run = 67.33
2nd " " = 67.69
3d " " 67.83

Conclusion
No improvement by running this 2nd or 3d time with No 20 mesh a finer mesh necessary

N.B. The above 4 Exps were made with a 20 mesh ore - Shd 30 mesh be used results wd be 10% better - Running the ore over and over 3 times made no practical difference showing necessity of grinding finer or sieving to say 30 mesh:

ores

Lc

Ans. Jan. 6/1890
& " 14/18/90

St Louis Mo Dec 31, 89

Thomas Edison Esq

Dear Sir

Form of 23d at hand and noted. I send you by mail to day a fair sample of the Ore we wish to treat, the Zinc & Iron are so near the same specific Gravity that we find it does not separate by concentration, will be glad to hear from you about the treatment of it. Very truly

Mr. T. Chestnut
820 Chestnut St
St. Louis
Mo

take half
Gr. 20 mesh
& separate
Sample
Sent Jan. 14/90

treatment separation by our process - make analysis & if not to their perfect satisfaction - will respect or modify the treatment

TAE

Tate =

Sir, to that man with Copper mine, that it is possible to abstract the Copper Electrically but I must know the Condition of the mine.

Dixon

A. H. Hovey. Summerville Mo.

Telegraph to above on arrival of Mr. Elis.

Hovey on Cutting Cu. Ore:

"7 to 8 % Cu. runs as low as 1% — & from 2 to native Cu. Tunnel has been run to 500 feet. This matter he requests to be be kept very secret — & that Col. Reif to be kept in ignorance of these proceedings —

The mines indicate a value of $200,000,000

Hovey speaks of the Westinghouse & others buying their own Cu. mines — & suggests your doing the same —

Dickson

Mr Edwin Dair
not wish to
spend time
in Jersey
Cen Mines

[illegible]
[illegible]
[illegible]

TAE

Will lease all minerals on property for 20 years - and agree to pay twenty cents per ton of ore shipped from farm - put up ~~scale~~ scales on farm will agree to use Sulphurous ore if not more than 3 percent of pyrites in ton and also agree to use ore running as low as 30 percent iron - guarantee $200 per year payable twice a year whether take any ore out or not & if fail to pay after two months notice lease will be void -

TAF

2000 lbs matt.

27 Cop 16 Ni.

540 lbs Copper at $7\frac{1}{2}$c 40.50/100

320 lbs Nickel at 19c = 60.80/100

101.30.

Freight to Trenton.

2240.

19c Ni $7\frac{1}{2}$c Cu

~~600 lbs Copper~~

606 lbs Cop. 45.45

358 lbs Nickel 68.02

113.47

2240 lbs

$7\frac{1}{2}$ Cu 16 Ni for 27 Cu + 16 Ni

$102.$ $\frac{73}{100}$

FOB, Sudbury

| | | |
|---|---|---|
| 27 | Cu | $7\frac{1}{2}$ |
| 16 | Nic | 16 - |
| 17 | ni | 16 |
| 18 | ni | 16 |
| 19 | ni | 16.5 - |
| 20 | ni | 16.5 - |
| 21 | ni | 16.5 - |
| 22 | ni | 17 |
| 23 | ni | 17 |
| 24 | ni | 17 |
| 25 | " | 17 |
| 26 | " | 17 |
| 27 | " | 17 |
| 28 | | 17 |
| 29 | | 17 |
| 30 | | $17\frac{1}{2}$ |

Cu 27 $7\frac{1}{2}$

up to any amount,

| | | |
|---|---|---|
| Cu | 26 | $7\frac{1}{2}$ |
| Cu | 25 | 7 $\frac{1}{2}$ |
| Cu | 24 | 7 |
| Cu | 23 | 7 $\frac{1}{2}$ |
| | 22 | 7 $\frac{1}{2}$ |
| | 21 | 7 |
| | 20 | 7.3 |
| | 19 | 7 2 |
| | 18 | .7 |
| | 17 | 7 |

| | | |
|---|---|---|
| Ni. | 16 | 16 |
| | 15 - | 16 |
| | 14 | 16 |
| | 13 | 15 $\frac{1}{2}$ |
| | 12 | 15 - |
| | 11 | 14 |
| | 10 | 12 |

**1889. Patents (D-89-54)**

This folder contains correspondence to and from Edison's patent attorneys and agents, along with other letters relating to domestic and foreign patent applications, patent litigation, and other patent matters. Included are letters pertaining to patents for the electric lamp, the dynamo, the phonograph, and ore milling machinery. There are also letters concerning lamp patent litigation in the United States, Canada, and Great Britain. Among the correspondents are Richard N. Dyer, George E. Gouraud, Lemuel W. Serrell, Sherburne B. Eaton, and Grosvenor P. Lowrey.

Approximately 90 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal; duplicate copies of selected documents.

Enclosed.

Ans. 5/2/89

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 1562.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue, S.W.
LONDON.

4th January 89.

T. A. Edison Esq
Orange.

Dear Sir

Phono Case 84 (England)

This case was accepted on the 14th September 88. In the ordinary course, would be sealed in 3 months therefrom: meanwhile, the law gives the right to third parties to oppose. Notice of opposition has been filed by the London Stereoscopic Co., their grounds being set forth in the enclosed. Separate opposition has also been filed by one Kennard the grounds of opposition being also set forth in the enclosed. These are practically one & the same parties, Kennard being one of the parties to the

to the original Licence to the Stereoscopic Co
it being in the names of the late G.
Snow Vottage & the said Kennard. From
these oppositions it is evident that their
former claim which I repudiated, was
simply a "try on" as I always thought
was the case as it is now obvious
from this move that they do not con-
sider they have any rights under the
licence or they would not try to prevent
improvement of their own property.
My patent Agent advises me that in
his opinion this opposition is rather
advantageous than otherwise to the patent,
as he does not think the opposition
will be successful & that a patent
issued after such an opposition, is
less likely to be infringed or attacked
by others. The opponents have already
asked me for an extension of time
which I have granted them, being
assured that they would get it if
I didn't, as is invariably the case; &
refusing would only involve expenses

T. A. E.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 1962.

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue, S.W.
LONDON.

(3)

& that by promptly assenting to the extension of time for their convenience coupled with the Statement that we were only too glad to give them every opportunity, as we preferred the patent when issued, should be issued with all the advantages of a defeated opposition, They will probably be less likely to proceed than if we had refused the extension & had it granted in spite of us.

Kindly inform me whether you wish such communications as this in the future, to be addressed to you or to Messrs Dyer & Seely for your account.

Faithfully yours
G. E. Gouraud.
F.L.Y.

Photo- Mexico

RICHARD N. DYER.

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, January 8th 1889

Rec Jan 9 189

A. O. Tate Esq.
Orange,
N. J.

Dear Sir:

We have carefully considered the Mexican patent question as stated in your letter of December 31st, 1888 and the letters enclosed therewith. You speak of our writing to Mr. Mendez, but we do not see what there is for us to write him at present. It appears from his letter that two patents have been granted in Mexico, both of which are withheld until a payment of $150 is made in each case. These patents we assume bear the date of the decree, September 29th, 1888. You seem to have received a copy of only one decree but Mendez's letter refers to two, so there was probably one issued for each patent. No doubt one patent covers Set 84 and the other Set 85, since it appears from Gouraud's letter and from the list of patents which he has sent us that he only forwarded these two sets to Mexico.

With regard to Case 84 both United States patents covered by this set have been issued, and were issued before September 29th, 1888, the date of the Mexican patent, so that this patent can be proceeded with without affecting any patents here. As to Set 85, two United States Patents have been issued, both before the

A.O.T.2.

Mexican patent and these patents are therefore not affected by the Mexican patent,- but there are still four applications pending in the United States Patent Office which are covered by this set and if the Mexican patents for ten years under this set is proceeded with the patents which may be issued on these applications will be limited to the term of the Mexican patent. The applications relate to methods of making phonogram blanks. Two of them are those which were in interference with Taintor on which priority of invention was decided against Mr. Edison and they are therefore of no value. Another relates to a method of making cylindrical blanks by forming such blanks with an opening on one side and subsequently closing such opening by filling it with melted wax. The fourth relates to making phonogram blanks by first molding the cylinders and then cutting them internally and externally to make true surfaces . This application has been rather badly rejected in the Patent Office on the ground of lack of invention and we do not know that it is of much consequence. We think you should ask Mr. Edison whether he considers it will be any great loss if the patents, which may sometime be issued on these two applications, should be limited to ten years, and if he thinks they are of small consequence there is no reason why the Mexican patent in Case 85 should not go on also.

It appears that in these matters the Mexican Government has dispensed with the requirement of certified copies of prior patents in other countries so there will be nothing to do

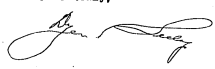
A.O.T.3.

apparently in order to have the patents issued except to send to Mendez the required amount of $150 for each patent.

We think there should also be a third Mexican patent taken which will include all the United States Patents that have been issued up to the present time with the exception of those included in Sets 84 and 85. We have the certified copies of the United States patents necessary to do this and can forward them to Mendez if you wish us to do so, but before doing this the matter of cases 84 and 85 should be settled and you ought at once to get Mr. Edison's views on the matter as stated above and instruct Mendez accordingly.

We return the letters of Col. Gouraud and Mr. Mendez herewith.

Yours truly,



Teleg. Patent.

Ans. 9/1/89.


TEMPLE W. SERRELL,
SOLICITOR OF
AMERICAN & FOREIGN PATENTS
MORSE BUILDING
140 NASSAU STREET,

TELEPHONE
"NASSAU 576"
CABLE ADDRESS
"IRONICAL" New York.

P.O. Box, 360.


New York, Jan. 8th 1889.

Prof. Thos. A. Edison

Dear sir:

In regard to the interference with Mr. Dickerson on Sextuplex Telegraphs, I succeeded in obtaining from the Patent Office an extension of the time for closing your testimony until the 14th inst. but the Office objects to granting any further time, therefore you have only this week to get in your evidence.

Mr. Buckingham called today to enquire when you would begin your testimony, and I explained to him that you had been West, but would return today or tomorrow, when I expected to hear from you.

Please let me know the day, hour, and place most convenient to you, also the names and addresses of the witnesses you will produce, so that I may serve the necessary formal notices.

Mr. Buckingham stated that the Western

Union Co. was desirous of having both parties to the case put in their testi-
-mony, so that the question of priority might be fully determined, and that if you had any bill of expenses in the matter to present the same to the W. U. Co. and it would be settled.

We will bring out a short hand writer so as to occupy as little of your time as possible.

Yours truly
Lemuel W. Serrell
J. Pinckney

On Milling Patents

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, Jan. 17th 1889.

Mr. A. O. Tate
Orange, N. J.

Dear Sir:

We enclose herewith Patents No. 377518 issued Feby 7/88 and No. 396356 issued Jany 15/89 both on Magnetic Separators. The last named you will notice has been assigned to the Ore Milling Co.

Please acknowledge receipt.

Yours truly
Dyer & Seely
P.

Patent

Ans. 22/1/89

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

affidavit returned

40 Wall Street,
New York, Jan 21 1889

My dear Tate

Will you kindly have Mr. Edison sign the inclosed affidavit and mail it back to us without fail tomorrow - Tuesday. Tell him it relates to the secondary battery invention I spoke to him about on Saturday which he remembered he had done by Stern at Menlo Park in the summer of 1882.

Yours truly
H. W. Seely

Patents

RICHARD N. DYER.

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, January 21st 188 9

Ans. 23/1/89

A. O. Tate Esq.

Orange,

N. J.

Dear Sir:

I arranged with Mr. Edison on Saturday to give some testimony at the laboratory on Wednesday, the 23rd inst., but I find that the other parties will not be able to go on until Thursday. Will you please ask Mr. Edison on Tuesday morning whether Thursday will suit him and telephone me immediately what he says, and I will be glad if you will also see that he bears it in mind and ready to testify on Thursday.

Have you the address of Mr. Mendez at the City of Mexico? It seems to me hardly safe to send him a draft without his special address for there may be others of the same name in Mexico. If you have the address please telephone me this also.

Yours truly,

H. W. Seely

England

ack. 14/2/89

Jany. 22nd. 1889.

Dear Edison,

This letter will contain brief reference to two items of news, one bad and the other good. The first is that we have lost our action against the Gower Bell Company and have consequently to pay the costs which amount to £095.10.1, half of which I have paid and the other half of which Messrs Mackerell will draw upon you at 30 days. It remains for us to determine whether we shall accept this defeat. The decision is considered by our Counsel as being most arbitrary, unreasonable and unfair, as both sides of the case were really not heard and further pursuit of the matter will involve a new trial, as to appeal upon the case as it is, would be to appeal upon an incomplete case. I am very much disgusted with the result and have not yet made up my mind whether I would like to pursue the matter further or not. If I had nothing else to do, I should, but these litigations make such a terrible draft upon one's time, mental and physical powers that I am loth to deprive my pursuit of the more important business of the Phonograph as must necessarily result. I shall be glad to have your feelings upon this question and if you prefer to pursue it I will do so, coute qui coute, otherwise I shall let the matter stand over as we are not compelled to decide one way or the other for several months to come, and perhaps, we can do so then with more deliberation than we can at the present moment. So much for the bad news. It is the first time in my life I have ever been beaten in an action and I don't consider I have been beaten by reason of the fact that the case was not heard on both sides.

Now for the good news which more than compensates for the bad. The London Stereoscopic Company tried to bully me into recognising that they had some rights under their original license. I completely knocked them out with the result that they had entirely abandoned their absurd position as was evidenced in the most conclusive manner recently reported to you, of their having interposed objections to the issue of our new Phonograph Patent Case 84. They probably thought this would so frighten me that I would at once seek to compromise with them, but after the first shuffle of the cards they had to lead, and their lead was to apply to me for an extension of the time allowed by the law under which they were compelled to file particulars of their objection. Instead of refusing an extension of time, which was practically asking me to give them more time to do me an injury, I cheerfully consented to give them all the time they wanted and stated as my reason for doing so, that if they opposed the issue of the Patent they would have to develop all the weak points there were in our specification, and I would rather have all the weak points taken out before the Patent was issued than have the Patent with them -- the effect of this slap in the face was so successful that when the time of the extension that was so cheerfully accorded them, expired, instead of filing their objections they withdrew their opposition stating that "the reason for their coming to this decision is that they are advised by experts that your claims do not comprise anything material to the manufacture of Phonographs". This may be taken as finishing the

the Stereoscopic episode. The last thing I heard before the decision arrived at, was from Kennard, the surviving partner of Nottage, the original licensees, an elderly and very rich man who, sent me word that he would spend every farthing of his fortune, and if he died before he had done that, leave his executors instructions to proceed until the issue of our Patents were prevented. I have not heard how he is since he got my last message which produced his withdrawal of the opposition.

Very sincerely yours,

G.E.Gouraud.

SUBMITTED TO EXPERT PHOTOGRAPH
BY COLONEL GOURAUD
WRITTEN FROM THE PHOTOGRAPH'S DICTATION
BY.....

Patents

# THE KIERNAN NEWS COMPANY

No 18 6 BROAD STREET JAN. 22

Special Washington.—The deciding case involving incandescent electric light patents was rendered in the U. S. Supreme Court in favor of Edison, thus assuring to the Edison Co. a monopoly of incandescent lighting in the United States.

Friend Tom — I took great pleasure in transmitting the forgoing everywhere & congratulate you — Yours &c

Geo. Kiernan

London bought L. S.; speculators sold. H. P. Goldschidt bought 3,500 Atchison, supposed to be for foreign account. General list dull and steady.

Form No. 1. Patent

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 8 | Ui | ab | 8 paid |

Received at ORANGE, 1012 Jan 22 1889

Dated Brookline Mass 22

To T. A. Edison, Orange N J

I congratulate you on the fifteen years decision

W W Swan

Sayford

RICHARD N. DYER.

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, Jan. 25th 1889

A. O. Tate Esq.

Orange,

N.J.

Ans Jan 30/89

Dear Sir:-

Referring to your letter of the 15th inst. with which you sent copy of letter from Col. Gouraud stating that all the Portugese patents had been issued for fifteen years, we do not see that such letter calls for any other answer than a simple acknowledgement. If Gouraud's statement is correct, the United States patent which we supposed was seriously affected by the Portugese patent under Set 84 is not limited by such Portugese patent. This matter is however cleared up by the recent decision of the Supreme Court in the Bate case. Under that decision if the Portugese patent had been issued for five years with the privilege of extension of fifteen years, they would only limit the United States patent to fifteen years provided the extensions were obtained in due time.

We have carefully read Col. Gouraud's letter of January 5th enclosed with yours of the 22nd. You will remember that as to Mexico we have already concluded that it would do no serious harm to have the two Mexican patents issued. The decision in the Bate case will permit some change in your instructions to Col. Gouraud with reference to Portugal, Austria, Turkey, Italy and Argentine Republic, these being the countries in which patents are granted

A.O.T.2

for varied terms up to fifteen years with the privilege of extension to fifteen years. Under the new construction of the law here there is no reason why Gouraud should not take patents in these countries , paying the fees for the short terms only, provided there is no doubt that they would be maintained by the payment of the subsequent fees,- so we think you can tell Col.Gouraud that in the countries mentioned he need not now pay the fees for the whole term or wait until the United States patents are issued,and that he may accept the refundment of fourteen years fees on the Austrian patents in cases 86 and 87,which he says the Austrian government will make. We have ourselves at various times fully explained to Col.Gouraud the reason why he has been obliged to pay the whole 15 years in these countries and we supposed that he understood that. It is however unnecessary to discuss this subject any further in view of the late decision.

We are writing Mendez to day to complete the Mexican patents.

Yours truly,

Telephone

TELEPHONE No 1588.

Thomas Alva Edison Esq.

Ans. 19/2/89

21 Cannon Street

E London 26th Jany 1889.

E.C.

Dear Sir,

We are requested by Col. G. C. Gourand to draw on you for the sum of £474. 5. 6, one half of the costs of the Plaintiffs & Defendants which are payable by him in connection with the action he brought against the Edison Gower Bell Telephone Company and the Consolidated Telephone Company in respect of which we were favored with your letters of the 14th October 1887 in which you requested us to join you as a party to the action.

Will you kindly accept the enclosed bill and return it to us.

Yours faithfully

Mackrell Maton & Godlee

Legal

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

New York Jan. 29th. 1889

Ch 6 Encl. to Ch 6

T.A.Edison Esq.,
Dear Sir:

Re Entz contract. By request of Mr.Insull, I have prepared duplicate copies of the contract with Mr.Entz,which please find enclosed,whereby you agree to pay him a royalty for manufactures under his two dynamo patents,when granted. Please have both your signature and his witnessed by two witnesses. Then in the event of your desiring to record the contract at the Patent Office,there may be two witnesses of record. Also fill in the omitted date in the second recital,if you know what the date is,but if not,it is not vital.

If after Mr.Insull sees Mr.Entz,any changes are desired in this contract,please let me know,and I will give the same immediate attention.

Awaiting your further favors,I remain,

Very truly yours,

S. B. Eaton

RICHARD N. DYER.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET,

NEW YORK January 31st 1889

H. W. SEELY.

Ans 4/2/89

(Dictated)

My Dear Mr. Edison:

The Board of Examiners in Chief insist on our arguing the three phonograph cases which have been appealed to them, on the 7th. You will recollect that Mr. Seely spoke to you about having a complete phonograph and a capable man to work it, sent to Washington for use at the argument. I hope that you will be able to do this, since I attach a great deal of importance to it in the argument of the case. As I have frequently told you, my theory of these matters is to interest the tribunal. One or two good musical cylinders and a couple of cylinders which can be turned off and talked on to, would be about the right thing. The man could go down on the night train, Wednesday, the 6th, and meet me in the morning at 9 o'clock at the Office of George W. Dyer, 1008 F Street.

Yours very truly,

Richard N. Dyer.

To: Thomas A. Edison Esq.

Orange,

N. J.

Patent

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

NEW YORK, February 4th 188 9

A. Q. Tate Esq.
Orange,
N. J.

Dear Sir;

We have read the letter to Col. Gouraud enclosed with your letter of January 30th 1889 and think it meets the requirements of the situation, and we have forwarded it to Col. Gouraud as you requested.

Referring to your letter of the 1st inst. enclosing Col. Gouraud's letter relating to oppositions to the English patent under Case 84, we do not see that there is anything for us to do in this matter, unless Col. Gouraud wishes us to furnish arguments in defense of the applications and if he does I suppose he will let us know himself. We think it would be well for us to have copies of the English patents referred to in the notices of opposition and we will write to Col. Gouraud to have them sent us.

Yours truly,

Filming

To Thomas A. Edison Esq.
Orange,
N.J.

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.
(PATENT BUSINESS EXCLUSIVELY.)

New York, February 6th, 1889
12/2/89.

My Dear Mr. Edison:

I enclose herewith a copy of a letter addressed by me to Mr. Johnson of even date herewith, in reference to the suit of the Consolidated Company against the McKeesport Company upon the fibrous carbon patent of Sawyer & Man, which will explain itself.

Yours very truly,
Geo. H. Dyer, Jr.

[ENCLOSURE]

Patent Cover, ...

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, February 6th, 1889. 188

Edward H. Johnson, Esq.

President Edison Electric Light Co.

16 and 18 Broad Street,

City.

My Dear Mr. Johnson:

A matter has arisen within the last two days which contains the possibility of danger to the interests of the Light Company and hence I desire to call it to your attention, and to place myself and Mr. Griffin, who is associated with me in the matter, upon record. You will recollect that the Consolidated Electric Light Company after that company had passed into the control of the Westinghouse Company, brought a suit in Pittsburgh against the Mc.Keesport Company upon the fibrous carbon patent of Sawyer & Man. Unlike the New York suit no mention was made of the interference proceedings in the bill of complaint and when the complainant took its testimony it made out a simple prima facie case, that is,- put in one of our lamps and put an expert on the stand who swore that the lamp was an infringement of the patent. On the cross-examination of the expert Mr. Tomlinson made him admit that the publication in the Herald of December 21st, 1879 was a full anticipation of the invention and was earlier in date than the application for the patent.

[ENCLOSURE]



Mr. Tomlinson had one or more conversations with Mr. Thurston, who was retained in the matter, as to what his course should be. I find that Mr. Thurston's advice was also conveyed in a letter to Mr. Tomlinson dated May 28th, 1888 of which I enclose a copy. The advise was to put in no testimony except the proof of the Herald article and to rest there. Mr. Tomlinson I find did this, and in addition took the deposition of Prof. George F. Barker to the effect that the Herald article was a full description of the invention. The complainant then went on taking, what its counsel termed, testimony in reply, and on Monday last, after making out what we consider a very incomplete case, the counsel for the complainant notified us that they had closed their testimony in reply and then gave us notice that they would on Saturday next move the Court to fix a day for final hearing, thereby indicating to us that they would dispute our right to take any more testimony at all. We were then confronted with the condition of affairs that had been made for us by Mr. Tomlinson upon the advice of Mr. Thurston. Mr. Tomlinson had charge particularly of these fibrous carbon cases, and while he was taking the testimony and formulating the course of action in the Pittsburgh case I was at work upon the Trenton cases. I do not mean to say that had I been more intimately connected with the case at the time the course was formulated it would have occurred to me to dispute Mr. Thurston's advice since he is as

[ENCLOSURE]



eminent as anybody in the profession, but I refer to the fact that I had nothing to do actively with the case simply to show that I am in no way responsible for the policy pursued. I have for some days thought the position now taken by complainants counsel would be probably taken by them, and it has been a matter of very serious consideration by myself, and after Mr. Griffin came into the case, a matter of almost daily consultation between him, Mr. Rogers and myself. Mr. Seward whom we have consulted thinks that the course pursued under Mr. Thurston's advice was an unusual one and one fraught with danger to the defendant. Mr. Griffin has gone to Providence to see Mr. Thurston, and on Saturday we intend to ask the Court to set the matter over for a week so that we can prepare our own motion and make a full presentation of the case. There are several details of a technical character of which we can take advantage, and we feel that the Court in a matter of this importance would hardly shut out any material part of our case. It is a matter however entirely within the discretion of the Court and the Court can do anyone of several things:

1. Prevent us entirely from taking any more testimony;

2. Make us confine any further testimony to particular lines;

3. Let us take any testimony we want, but make us do it in a very short time; and

**[ENCLOSURE]**



4. Permit us to take any testimony we want and give us ample time to do it in.

The first and second positions would be very injurious to us; the third would be inconvenient but would not hurt our case materially, while the fourth would be everything we would want.

Mr. Edison has in the past asked me to keep him informed of any turn in affairs which might bring the fibrous carbon case to an early decision so that he could pursue experiments with a view of avoiding the patent. I saw him last night and explained the situation to him fully.

Yours very truly,

(signed) Richard N. Dyer

Form No. 1. Patents

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be corrected repeated only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 26 | Ui | ab | 6 paid. |

Received at ORANGE, N.J. 1210 7/9 1889

Dated Pittsburg Pa 9

To Thos A Edison

Orange N.J.

Obtained one week to make motion

R. N. Dyer

Patent

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, Feby 15th 1889

Thos A Edison Esq
Orange N J ans. 19/2/89

Dear Sir:

In order to prevent the possibility of our opponents buying up a foreign patent on the filament, and by failing to pay the tax injuring our patent here, the Light Co has decided to advance the taxes on any foreign patent earlier than the U.S. patent, so as to extend the foreign patent for the full term. This we did in the case of Italy

Patent

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, ..... 188

the Paris Co agreeing to refund the taxes year by year as they would otherwise pay them, and if they wanted to drop the patent we would take little. After cabling abroad to get full information found that the only outstanding earlier foreign patent not extended for its full life (on the filament) is the Belgian patent dated Nov. 29th 1879.

The Paris Co may not feel like obliging the Light Co, and hence I thought it better that a cable should

3

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, ..... 188

go from you, say as follows:

"Pay full taxes on Belgian patent covering filament set three granted November 29, 1879 on my account to be repaid yearly by you. Answer"

If you will do this, and send the bill for the amount when received from the Paris Co to the Light Co, the latter Co will pay it, or if it becomes necessary to cable the money over the Light Co will do so. Yours truly
Rich. A. Dyer

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

Ans Feb 19/89

40 Wall Street,
New York, Feb 16 1889

Mr. Thomas A. Edison
Dear Sir

Let it Soak

Your application filed May 21, 1888, for the one separating machine in which electrical attraction is employed to lift the lighter particles against the force of gravity, contains claims on both the method of operation and the apparatus for doing it. The Patent Office requires a division on that line. Do you wish us to file a divisional application or to let the case soak for a while. It is not improbable that the practice in this new feature may be changed when a new Commissioner comes in - Yours truly - A. W. Seely

one milling - patents

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, Feb 16 1889

My dear Tate

Ans. 23/2/89

Will you kindly have these two powers of attorney for Swedish & Norwegian one-milling patents signed by Mr. Edison with his full name, and return them to me.

I have heard from Mendez that he anticipates no difficulty in getting the two Mexican patents.

Yours truly
A. W. Seely

E.H.C.

EDISON ELECTRIC LIGHT CO.

16 & 18 BROAD STREET,

New York, 7/8/89 188

My Dr Edison

The following Cablegram rec'd today - "Judgment Court appeal unanymously reversed Kays judgment thus restoring Edison Lamp Patent giving us absolute monopoly incandescent lighting England" -

The Pittsburg Court has given us One month only in which to take Evidence on all our defences - This time is so short that we fear our Case will be imperfectly made We have had a long session today planning the campaign - We shall follow the matter up vigorously But it is absolutely imperative that we be equipped for an adverse decision - by having a non-fibrous filament

EDISON ELECTRIC LIGHT CO. 2 16 & 18 BROAD STREET,

New York, 188

Would you mind Coming over & Meeting the Board Tomorrow P.M. - (3.15) the regular monthly Meeting and telling them something that will either fortify them or let them see the worst of the actual situation I have said to the Committee today that I have seen you in many situations of emergency like this & never yet knew you to be unequal to it - that I am sure - you can give us something to meet the case & in all human probability it will be an improvement upon the present as that is usually the case - Come over if you can or if not send me a note what to say on the subject

Yours Truly

E H Johnson

England

Lad
Feby 4/89

WATERHOUSE, HINTERBOTHAM & HARRISON,
Solicitors:
"TELEGRAPH, "CURRENCY LONDON"
TELEPHONE No 2550.

1, NEW COURT,
CAREY STREET,
LINCOLN'S INN, W.C.

18 Feby 1889

My dear Sir

Edison & Swan United Electric Light Coy
v
Holland

Referring to my letter of the 14th Jan last I have now the pleasure of reporting that the Court of Appeal has to day given judgment in favor of the validity of your Patent of 1879, overruling the decision of V. Justice Kay in the Court below. The 3 Judges were unanimous & I do not think we could well have had stronger judgments.

You will probably hear by Cablegram of the judgment before this reaches you. In any case please do not trouble to acknowledge this letter, &

Believe me,
Yours very faithfully
Brodie Waterhouse.

T. A. Edison Esq.,
Orange N. J.
U. S. America

Sy/ons
Form No. 3.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 29 | Sz | G. | 25 | London forced 303 Miller |

Received at. Feby 18. 1887

To Edison Orange N.J.

Confirmed 19/2/87.

Judgment court appeals unanimously reversed Kays judgment thus restoring your lamp patent giving us absolute monopoly incandescent lighting England

Ediswan

Cable 19/2/89

TRE

Flood Page

London

~~Congratulations~~ -

~~Webster's intellect~~

after reading Webster's speech I knew we would get it. His intellect appears to me gigantic - Edison

Form No. 1.

Patents **THE WESTERN UNION TELEGRAPH COMPANY.**

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message: Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 55 | Jy | ab | 24 paid Fined AB-702 Hayes |

Received at 7 2/20 1889

Dated New York 20

To Thomas A Edison

Orange

I hear that you intend being in town tomorrow where & when can I see you important answer to St Stephen Hotel eleventh Street

R. N. Dyer

AHL Feb 21/89 Come any time

LAW OFFICES OF EDWIN M. FOX

140 Nassau Street

New York Feby 20th 1889

T.A. Edison Esq;

ORANGE N.J.

Dear Mr Edison;

Some days ago a lawyer friend of mine, knowing that I was interested in the New York State Phonograph Company, called my attention to a rather curious feature in one of the Tainter patents which he had incidentally run across while engaged in a patent examination. My curiosity being aroused I sent for copies of all the Tainter and Bell phonographic patents and made a somewhat careful examination of the same with the effect that I have made an extremely important legal discovery affecting your patent protection to the phonograph and the same should be thoroughly explained to you without delay. It will give me pleasure to call at your laboratory any afternoon this week that you may appoint and explain the same.

Sincerely Yours Edwin M. Fox

P.S. Mr Connery writes me that he has news from the Government of Guatemala that you will be glad to hear.

E. M. F.

Detroit

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, Feby 27 1889

My dear Mr Edison

The bearer Mr Driscoll has in hand the procuring of copies of publications for use by the experts in the Fibrous carbon suits. He finds it necessary to make ~~a~~ use of your library. Kindly permit him to do so.

Yours very truly
Rich. N. Dyer.

To A. O. Tate Esq
Orange N. J.

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.
(PATENT BUSINESS EXCLUSIVELY.)

My dear Tate

New York, Mch 2 1889

I sent you a statement yesterday showing that Mr. Edison owes us personally $1450.80, and you have also our bill against the Edison Phonph Co. for $2195.32, which makes in all $3646.12. I think it would be very desirable thing to reduce this amount, and if you would arrange to do so by sending us a check for $1500 or $2000 on acct it would

To

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.
(PATENT BUSINESS EXCLUSIVELY.)

New York, 188

relieve me from a position of serious financial embarrassment. I trust you will see your way clear to accede to this modest request.

Yours very truly

N. W. Seely

**[ATTACHMENT]**

Cable Address
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Orange, N.J. March 4, 89. 188

R a n d o l p h,-

Make a check for Dyer & Seely for $1450.80.

A. O. T a t e.

M.

Is the Gone

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

NEW YORK, March 4th, 1889

A. O. Tate Esq.

Orange,

N. J.

Dear Sir:-

Referring to your letter of February 25th and to Col. Gouraud's letter of Feb. 26th, we have to say that the working usually required for patents in the European countries is almost nominal and usually consists in having perhaps one of the patented machines made and operated and procuring a certificate to that effect. The details however differ in the different countries and we think it would be best and safest for Col. Gouraud as he suggests to get definite information from his agent in each country of what is required there, then if it is necessary for Mr. Edison to do any thing Col. Gouraud can notify him. We do not think that Col. Gouraud should rely upon Mr. Edison to attend to these matters without any further action on his part as he says because the times at which the working must be done would have to be noted and the working for each country taken care of in time, and it would be much easier for Gouraud to keep the run of these things and to notify you, than for you to attempt to do it here.

Yours truly,

[signature]

**[ENCLOSURE]**

TELEGRAPHIC AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3.200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

ack
Feb 28/89

16th February 1889.

ans
Mch 7/89

T. A. Edison Esq.,
Orange.

Dear Sir-

" The working of foreign patents".

As you are doubtless aware some of the countries require by their laws, that the patented apparatus shall within certain times, be manufactured in the country. Kindly inform me whether you are sufficiently informed as to what manufacturing is to be done so that we do not lose any patents by our default in this respect. If you are in possession of the necessary information, I presume without further action on my part, I can rely upon you to put me in possession of the necessary facilities ~~either~~ other than money for accomplishing this object. If you are in possession of the necessary information kindly so inform me and I will get it from the Agents in the various countries.

I have just received notice from Austria that we must commence to manufacture on case 84 in April next.

Faithfully yours,
G. E. Gouraud.

ore milling

RICHARD N. DYER.

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

(Dictated)

Ans. 20/3/89

NEW YORK, March 11th, 1889

Thomas A. Edison Esq.
Orange,
N. J.

Dear Sir:

Referring to your foreign ore milling patents, Set 89, the Patent Office of Norway has required the application to be divided into three divisions, one division to cover the first three claims of the present application, that is to say— to contain the construction of the hopper, the use of an air current on the falling material, the use of a bar magnet, the method of separating by depositing a particle of iron on the gold particle and then using the magnetic separator, and the method of treating hemmatite ores by heating the same to make them magnetic after pulverizing, and then separating by magnetic attraction.

The second application is to contain the method of treating sulphurets by nitric acid and nitrate of mercury, and the use of a centrifugal drier for saving the acid.

The third application is to be on the mechanical method of separating the crystals in oolithic iron ores.

The Norwegian Patent Office gives us only until March 19th, to act in this matter so we shall be glad of your in-

T. A. E. 2.

structions immediately as to whether you wish to limit yourself to the subject of your first three claims as above stated or to file separate applications for both the other matters, or for one of them. We shall have to cable instructions to Paris in this matter so kindly reply at once.

The Patent Office of Germany has made the same requirement of division. Please instruct us also as to what is to be done with the German application. We have until April 5th in the German case so there is not so much haste about this.

Yours truly,

Patents

RICHARD N. DYER.

H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

NEW YORK, March 11th, 1889

A. O. Tate Esq.

Orange,

N. J.

Dear Sir:-

In reply to your letter of the 8th inst. we have to say that there is no appeal whatever from the decision of the Deputy Minister of Agriculture in the case of the Canadian lamp patent. Our counsel in Canada have made efforts to have the decision reviewed by the Minister of Justice or the Minister of Agriculture, but they have both declined to interfere with the decision of the Deputy Minister.

Yours truly,

Dyer & Seely

Wm Arthur
$18.00

1889-03-13
Patents.

HOTEL LAFAYETTE,

L. U. MALTBY. PHILADELPHIA, Mar 13 1889

My dear Mr Edison

I am down here taking Professor Barker's testimony in the fibrous carbon case having finished with Professor Brackett yesterday at Princeton.

Your testimony in the case, which for the first time I read on yesterday coming down in the train, seems to be all that could be desired. After a careful

reading of it, I do not see how it could be improved.

I wish you would read the inclosed letters from Seely and Rogers received this morning. You will see that my devotion to the cause of my client and my complete burial in its ~~the~~ work has been made the opportunity to undermine me. I take it from the facts stated in the letters of Seely and Rogers that Lawrence is in full charge. ~~The next step will be~~ The copy of the Canadian decision was received after I left

HOTEL LAFAYETTE,

L. U. MALTBY. PHILADELPHIA, ..... 188

N.Y. I had intended going over the thing very carefully with Mr Seward and getting him to give us an opinion. He is the man to do it because he has had the experience of the whole litigation on the subject and he is on the right side of the question. He can also help us in the case before Judge

Wallace. If the ball is started rolling in the right direction by Judge Wallace, it will keep on in that direction; that is, other Circuit Judges are liable to follow him.

I fully believe that ~~with~~ if we are able to assist in the argument of the first cases in the Circuit Courts, the Canadian decision will have the string taken out of it.

Yours very truly
Rich. V. Dyer.

**[ENCLOSURE]**

R. M. Ks

To

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY.)

My dear Dick

New York, March 12 1889

I am going to Washn to night to oppose some motions and look after other matters. Shall return on the Congl Limited to morrow – Wednesday – afternoon.

Lawrence & Griffin are moving for ten days more time in the Pittsburgh case. Lawrence swears he has been

**[ENCLOSURE]**

putting in three-fourths of his time on the case. I was in Johnson's office to-day when he received a letter from Mr. Seward informing him of the fact that a case is about coming up before Judge Wallace involving the point of expiration of foreign patent by failure to work, and recommending that the Light Co. should help argue it. Johnson at once sent the letter to Lawrey which was rather shabby to Seward I think. Lawrey is getting up an opinion on the effect of the

To.....

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY.)

New York, ..... 188

Canadian decision for the Light Co. Griffin who knows about the case in this district says no one can get at it except Seward so they may get left by turning it over to Lawrey.

Yours

H. W. Seely

[ENCLOSURE]

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, March 12th 1889

Richard N. Dyer Esq.
Hotel Lafayette,
Philadelphia,
Pa.

My Dear Mr. Dyer:

I arrived from Philadelphia this morning and have your telegram. Dr. Barker's cross examination was begun yesterday morning at nine o'clock and continued until eleven o'clock last night. On account of Dr. Barker's engagements at the college we were not able to proceed with his cross examination to day and it is kept open until his testimony in the fibrous carbon case is out of the way.

I hardly know what to say about having Prof. Brackett testify. I think your experience with him in the fibrous carbon case ought to determine the matter. Unless he is a very excellent witness he cannot in my judgment strengthen the case.

I have seen Mr. Griffin and he will write you about the fibrous carbon case.

A copy of the opinion in the Canadian case has been received. Mr. Johnson has sent for it to give it to Mr. Lowrey, who is to prepare an opinion as to its effect upon the United States

[ENCLOSURE]

R. N. D. 2.

patent. There is a case on the calendar in this District which will shortly come before Judge Wallace which will raise the question as to how far the term of an American patent is affected by such a decision as has just been made in the Edison case in Canada. Mr. Seward wrote Mr. Johnson advising him of it, and Mr. Johnson has also turned that letter over to Mr. Lowrey. Mr. Seely was at Mr. Johnson's office when the latter received this letter from Mr. Seward and Mr. Johnson then announced that he should send it at once to Mr. Lowrey for his consideration.

Yours very truly,

Edw D Rogers

Patent

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, March 19th, 1889

Alfred O. Tate Esq.
Orange,
N. J.

Dear Sir:-

We have your letter of the 18th inst. enclosing letters from Col. Gouraud . We see no objection to Col. Gouraud having the foreign applications prepared in England, we sending him copies of the specifications and drawings which we filed in the United States Patent Office. We think that if this plan is adopted the best way will be for us to send Col. Gouraud, whenever we file an application in the Patent Office, a copy of the specification and drawings, and in following such plan we ought now to send him copies of all applications which have been filed since the last foreign case was made up. In doing this however the question would arise whether all of these things should be included in foreign patents, and whether Mr. Edison or Col. Gouraud shall decide which are to be patented abroad, and which are unnecessary to patent. You had better see what Mr. Edison thinks about this and if he wishes the decision to remain in his hands let us know and we will bring to the laboratory a set of tracings in the applications in question so that he can select those to be sent abroad. We have been intending to

A.O.T.2.

make up a new foreign case as soon as we could find time to do so, but now instead of doing this we will simply send the copies abroad of all the cases or of such as Mr. Edison should designate.

Yours truly,

[ENCLOSURE]

Phono - Eng.

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

# EDISON'S PHONOGRAPH CO.,

EDISON HOUSE "B," NORTHUMBERLAND AVENUE,

LONDON,
W.C.

ans Mch 25/89

2ND MARCH 1889.

DEAR MR TATE:-

I ENCLOSE YOU A LETTER FOR MESSRS DYER & SEELY, TOGETHER WITH THE POWERS OF ATTORNEY READY FOR FILING, IN WHICH LETTER I WISH YOU WOULD HAVE MR EDISON READ, AND GIVE MESSRS DYER & SEELY THE NECESSARY INSTRUCTIONS TO CARRY OUT MY REQUEST, THE GOOD REASONS FOR WHICH HE WILL SEE AS CLEARLY AS I DO.

BY ADOPTING MY RECOMMENDATION I WILL SAVE TIME IN THE FILING AND AN IMPORTANT SUM IN EXPENSES. MY EXPENSES HERE ON ACCOUNT OF THESE PATENTS ARE EXCEPTIONALLY HEAVY, AS BEFORE FILING THEM I HAVE NOT ONLY TO HAVE THEM RE-PREPARED, ACCORDING TO ENGLISH CUSTOM, BUT I AM SUBMITTING THE FINAL SPECIFICATION FOR EXAMINATION TO FLETCHER MOULTON Q.C. & SIR FREDERICK BRAMWELL; AND THE ADDITIONAL EXPENSES INCURRED IN NEW YORK FOR MERELY "CONSOLIDATING" THESE CLAIMS IS OF NO ADVANTAGE WHATEVER SO FAR AS I CAN JUDGE. A SIMPLE COPY OF ~~YOUR~~ American SPECIFICATION AND THE ACCOMPANYING DRAWINGS IS ALL THAT I SHALL REQUIRE, AND THESE MIGHT, I THINK, BE FURNISHED TO ME AT A VERY SMALL COST. I SHALL RELY UPON YOUR KIND SUPPORT IN THIS REQUEST AS YOU CAN HAVE NO OBJECT IN MAKING MY EXPENSES GREATER THAN THEY ARE - AND THEY ARE NECESSARILY VERY HEAVY IN CONSEQUENCE OF THE LONG DELAY, OF WHICH DELAY, MARK YOU, I MAKE NO COMPLAINT. I THINK WHAT YOU HAVE ACCOMPLISHED IN THE TIME YOU HAVE HAD IS SO IMPORTANT THAT I CHEERFULLY ACCORD YOU ALL THE NECESSARY TIME FOR YOUR WORK WITHOUT COMPLAINT, WHATEVER MAY BE THE CONSEQUENT EXPENSE UPON ME.

YOURS SINCERELY

T. A. Edison

P.S.

IN ORDER NOT TO HURT MESSRS DYER & SEELY'S FEELINGS YOU MAY, IF YOU THINK BEST, GIVE THEM THE NECESSARY INSTRUCTIONS AND NOT FORWARD THEM THE LETTER. I HOPE NEITHER YOU NOR THEY WILL UNDERSTAND ME AS MAKING ANY ADVERSE CRITICISM ON THEIR WORK, WHICH, FOR THE PURPOSES OF THE AMERICAN PATENTS, I BELIEVE COULD NOT POSSIBLY BE IMPROVED UPON; BUT THERE ARE SO MANY INTRICASIES IN THIS EUROPEAN PATENT BUSINESS THAT I AM LED TO THE ABOVE CONCLUSIONS, IN BOTH THE WISDOM AND PROPRIETY of which I sincerely trust to have the cheerful accord of Messrs Dyer & Seely, as well as yourself.—

Form No. 1. Patents

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission, or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.
This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.
THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | | CHECK |
|---|---|---|---|---|
| 17 | Ui | G. | 9 pd 1813 | Forest G. 1 30. Miller 311 |

Received at ORANGE, N. J. Mch 22 1889

Dated New York 22

To Thos. A Edison

Orange

Will need microphotographs saturday morning at latest my office

R M Dyer.

Patent

JOHN C. TOMLINSON,
COUNSELLOR AT LAW.

Drexel Building,
3 Broad Street,
New York, April 1, 1889

My dear Sir:--

I have received a letter from Mr Luchini in regard to his charges for services in the Edison suits, I have replied asking him to send his bills direct to the Edison Company, 16 Broad Street, New York City.

When in Florence, Mr Luchini was very anxious to have a photograph of Mr Edison with a statement upon it in Mr Edison's hand-writing, that it was presented to him.

I think the sending of such a photograph would be a courtesy to Mr Luchini, which considering his services to the Company, is one that would not be out of place. I suggest this to you for such action as you may think proper.

Very truly yours,

J. C. Tomlinson

R. N. Dyer Esq.,

40 Wall Street, N.Y.City.

Mr Tate - What of this? Dyer.

Patent

RICHARD N. DYER. (Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, April 9, 1889

A. O. Tate Esq.
Orange,
N. J.

Dear Sir:-

We return the power of attorney for India sent you by Col. Gouraud. It seems to be in proper form and we know of no reason why Mr. Edison should not sign it as requested.

Yours truly,

Power of atty referred to above sent to Gouraud April 9 1889.

Patent

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

(Dictated)

NEW YORK, April 10, 1889

A.O. Tate Esq.

Orange,

N.J.

ack 12/4/89

Dear Sir:-

Enclosed herewith we hand you the two assignments from Mr. J. B. Entz to Mr. Edison, which have been duly recorded in the Patent Office.

The patent for the Unipolar machine has been issued and was sent by us to the Machine Works.

Yours truly,

Dyer & Seely

Patents

# Lowrey, Stone & Auerbach.

*Attorneys & Counsellors at Law.*

*No. 15 Broad St.* (MILLS BUILDING) *New York.*

GROSVENOR P. LOWREY.
CHAS. FRANCIS STONE.
JOSEPH S. AUERBACH.
RICHARD W. STEVENSON.
LEONIDAS DUNNIS.
FRANCIS P. LOWREY.

April 25, 1889. 188

T. A. Edison, Esq.

Orange, New Jersey. Ans. May 9/89

My dear Edison:-

There was once a volume containing the testimony of witnesses before a Parliamentary Committee on the subject of electric lighting in your library, or in the Edison Company's possession. It is the one in which was recorded the testimony of Tyndal, which you have referred to in your evidence. If you have it please send it over to my office or to Mr. Dyer's.

I understand Pope is making use of it to a considerable extent in his last deposition.

Yours truly,

G. P. Lowrey

Patent

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

Ans. May 6/89 New York May 2nd. 1889.

T.A.Edison Esq.,
Dear Sir:

Re Contract with Justus B.Entz. Referring to my lengthy letter to you of the 16th. ult.,and to a copy thereof sent by me to Schenectady for Mr.Entz,please find enclosed a letter from Mr.Entz to me,just received,dated April 30,stating that he has attached to his copy of his contract with you,the copy which I sent him of my said letter to you of the 16th. ult.

I suggest that you attach the enclosed letter from Mr. Entz to the contract between you and him, as it properly constitutes a part of that instrument.

Very truly yours,

S.B. Eaton

Patents

Lowrey, Stone & Auerbach,
Attorneys & Counsellors at Law
No. 15 Broad St. (MILLS BUILDING) New York.

GREGORY P. LOWREY.
CHAS. FRANCIS STONE.
JOSEPH S. AUERBACH.
RICHARD W. STEVENSON.
OF COUNSEL
LEONIDAS DEWITT.
FRANCIS P. LOWREY.

May 6th, 1889. 188

Thos. A. Edison, Esq.,
Orange, N. J.

Ans. May 8/89

My dear Mr. Edison:

Mr. Thurston of Providence arrived here yesterday morning and spent the day with me yesterday, and to-day. He is compelled to return to Providence to-night, but expects to be here again on Friday morning, and on Friday therefore, if all goes favorably, I will bring him to see you and also to the lamp factory to see the light experiments if they are to be shown there.

Since I have seen your water analogues, I have to a degree lost interest ~~somewhat~~ in the demonstration of the problem by the actual lights themselves.

If I understood you correctly, you also ~~added~~ the water analogue a more favorable illustration; and in that case I think we may as well go upon the one and drop the other. Please however, communicate your views fully to Mr. Upton.

If you should think it desirable to carry on the two demonstrations and there should remain an opinion at the hearing that the case will be benefitted by having Mr. Dyer take charge of those

experiments and the exposition of them to the Court, I will arrange it so that that may be done with the very least—perhaps none—of loss by demanding the chronological order with which I desire to see the case grow up before the Court.

Very truly yours,

Samuel Long

Patents

# Lowrey, Stone & Auerbach,

*Attorneys & Counsellors at Law*

*No. 15 Broad St.* (MILLS BUILDING) *New York.*

GROSVENOR P. LOWREY,
CHAS. FRANCIS STONE,
JOSEPH S. AUERBACH,
RICHARD W. STEVENSON,
LEONIDAS DENNIS,
FRANCIS P. LOWREY.

May 10th, 1889. 188

Ack May 11 89.

My dear Edison:

The enclosed telegram will explain. I telephoned you as early this morning as possible so as to save you any inconvenience. I have nothing further from Mr. Thurston and no letter has come. I have telegraphed him in the meantime to know when he will be here. I thought it very desirable that his ~~[illegible]~~ should rest upon the proposed demonstration. He is in the way of knowing through his experience more about how such things effect these children who preside in courts than I am.

To-day I am trying to get a meeting between Wright, Dyer and Johnson, in which Dyer will give us the latest news from Pittsburg touching the chances of Bradley's sitting; Wright will see whether under all the circumstances he has any friend who could quite casually fall in with Judge Bradley and learn from him his plans before they are communicated to Judge McKennan, and Johnson being possessed of the whole matter, would see that it is carried out. I find that the idea that Judge McKennan may perhaps sit alone has less power to give rise to happy feelings in my mind than many other ideas which I could mention.

The cold which you saw me laboring under on Sunday, got worse instead of better, and I am working at home under some disadvantage. I would rather go to Pittsburg and argue this case with Bradley on the Bench even if we were there with one stocking off and one stocking on, than to argue it before Judge McKennon alone in full dress.

The Supreme Court rises and the Judges separate on Monday the 13th. If it has not already been written, from this hour on until Tuesday or Wednesday of next week, every hour is one in which Judge Bradley may make up his mind whether to go and when to go to California, and announce that to Judge McKennon. Perhaps his plans will be such as he would find it not difficult to change, if we could get at him in a suitable manner. I called upon him but at that early date, he probably had nothing more to tell me than what I have repeated to you, and I could not at that time impress upon him very much the extreme desire which possesses us that he should sit in this case.

Whether now it will be to-morrow or Monday, or some other day that I will go to the lazy factory I do not know, but I have communicated to Upton directly upon the subject, and I trouble you with these details now only that you may be kept [illegible] with whatever is transpiring from now until the case is [illegible]

For it is going to be [illegible]!

Very truly yours, G. R. L.

[ENCLOSURE]

Patent

Form No. 1.

**THE WESTERN UNION TELEGRAPH COMPANY.**

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 18 | K | 19 | |

Omitted letter

Received at 1227 BROADWAY, cor. 30th Street, NEW YORK. 5/9 1889

Dated Boston 9

To Hon Grosvenor P Lowrey

121 Mad Ave

Circuit Judge compelled to adjourn early today causing my case on hearing to run over into tomorrow have written B F Thurston

☞ THIS TELEGRAM HAS JUST BEEN RECEIVED AT 1227 BROADWAY.

CABLE OFFICE. WHERE ANY REPLY SHOULD BE SENT. ALWAYS OPEN.

Patents

121 Madison Avenue, New York.

The following is a copy of telegram just received from Mr. Dyer at Pittsburg:

Pittsburg, Pa. May 13, 1889:

G.P.LOWREY,

121 Madison Avenue.

Dalzell insisted that complainant's counsel could not be ready for argument next week. Court decided to leave setting of time to Judge Bradley.

R. N. Dyer.

Yours truly,

G. P. LOWREY.

MAGNUS PFLAUM,
Attorney and Counselor at Law,
BAKEWELL LAW BUILDING.

Pittsburgh, Pa. May 15 1889.

Grosvenor P. Lowrey Esq
Atty at Law
New York City

My dear Sir

I have definite information, which I believe to be reliable, that the other side will be ready for us Monday. Further that the business of the court is almost finished that therefore if Justice Brady comes here we can will certainly be reached on Monday.

Yours Respectfully
Magnus Pflaum

Patent

*Law Offices*

EATON & LEWIS

S.B.EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* May 17th., 1882.

T. A. Edison Esq.,
Dear Sir:

Re Patent Suit at Pittsburg. I expect to reach P. on Sunday. Our headquarters will be at the Duquesne Hotel I will keep you informed as to our progress, and will telegraph you when we think it important for you to be present. I assume that you will not care to go to P. unil the last moment. I will have a room ready for you, and will personally look after your comfort.

Very truly yours,

S. B. Eaton

P.S. The latest indications are that the trial may begin on Monday. If so, I may telegraph you on Monday to come to Pittsburg Monday night.

Mr. Edison has seen this

W.

Patent

Dear Mr. Edison:

I leave for Pittsburg to-night, and will keep you fully advised by telegraph, so that you will not start until everything is quite ready for you.

The more I see of our case, the more I feel that it ought to be won on its merits.

I intended to go out to see you before leaving, but so many things have crowded in on me during the last two or three days, I have not been able to leave.

Very truly yours,

May 18, 1889.

S.B.Eaton per C.

No. 1.

**THE WESTERN UNION TELEGRAPH COMPANY.**

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.
This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.
THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | | CHECK |
|---|---|---|---|---|
| 38 | Mi | ab | 24 paid | forced 1 10 Randolph |

Received at 1248 ORANGE, N. J. May. 20 1889

Dated Pittsburg Pa 20

To T A Edison

Orange N J

Both sides ready but case put off to be heard by Bradley tomorrow have sent clipping from morning papers to Mrs Edison by mail

S. B. E.

Form No. 44.

# NIGHT MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the Company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Night Messages, sent at reduced rates, beyond a sum equal to ten times the amount paid for transmission; nor in any case when the claim is not presented in writing within thirty days after sending the message.

This is an UNREPEATED NIGHT MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 4 | RK | ab | 38 paid nite fixed rec. miller |

Received at ORANGE, N. J. 7 may 20 1887

Dated Pittsburg Pa 19

To T. A Edison

Kerr Broadnax pope Duncan Garden Curtis wetmore came on limited none of our people arrived Bradley expected midnight train Jackson here Stalgo wire open broadnax wire speak on office interference and

Form No. 44.

# NIGHT MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the Company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Night Messages, sent at reduced rates, beyond a sum equal to ten times the amount paid for transmission; nor in any case when the claim is not presented in writing within thirty days after sending the message.

This is an UNREPEATED NIGHT MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| | | | |

Received at 188

Dated

To

Wetmore close local newspapers wire print fully

S. B. Eaton

Form No. 1. Patents

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.
This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.
THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | | CHECK |
|---|---|---|---|---|
| 19 | Ui | ab | 36 Paid forward 1130 | Randolph |

Received at ORANGE, N. J. 1124 May 21 1889

Dated Pittsburg Pa 21

To T. A. Edison Orange N J

Case begun before Bradley

I McKennan Court limits hearing to three days we all think your ought to be here tomorrow if for only one day come on six oclock train tonight answer to Hotel Duquesne

S. B. Eaton

Replies

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, May 23rd, 188 9

A.O. Tate Esq.
Orange,
N.J.

Dear Sir:-

In reply to your letter of the 22nd inst. we would say that we have been trying to arrange the matter of the assignment of Mr. Edison's patents now held by Mr. Handford, and have seen Mr. Edison and Messrs. Drexel, Morgan & Co. at different times about it. We have not been able to complete the arrangement because we could not see Mr. Edison this week, but if possible we will see him to-morrow and then settle the matter with Drexel, Morgan & Co. and write Mr. Handford about it.

Yours truly,

Phono

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET.

NEW YORK, May 27 1889

My dear Tate

Could you manage to let us have about a thousand dollars this week on the phonograph acct which you have and which I believe is something like $3500.50. I haven't been able to make any collections lately and we are hard up. — Sincerely — H.W. Seely

Quadruplex

Albert B. Chandler.
President.

Postal Telegraph-Cable Company
Washington Building, No 1 Broadway.

New York May 29th, 1889.

Ans. May 31/89

Friend Edison:-

I have the full record of the Patent Office in connection with the interference between yourself and Nicholson in the matter of the Quadruplex. I think it will clearly show to an Arbitration Committee, that you, and not Nicholson, are the inventor of that system of transmission, and I have arranged to settle the question, as between the Western Union Company and the Postal, by arbitration, instead of in the Courts.

Notwithstanding the record appears to me clearly in your favor, I would like to have a few minutes talk with you on the subject. I would also like very much to see your Laboratory. I therefore propose to go to Llewellyn Park to call on you about the middle of the afternoon next Saturday, June first. Will you please say by return mail whether or not this will be agreeable to you, and oblige,

Yours very truly,

A. B. Chandler

Eng. Edison & Edison

The Edison and Swan United Electric Light Company.
Limited

TELEGRAPHIC ADDRESSES,
EDISWAN, LONDON.
EDISWAN, PONDERS END.

TELEPHONE Nº 3146.

100, Victoria Street.
London, S.W. 7TH JUNE, 1889.

June 19/89

T.A. EDISON ESQ.,
ORANGE,
NEW JERSEY, U.S.A.,

DEAR MR. EDISON,

I AM SURE THAT YOU WILL BE GLAD TO HEAR THAT IT HAS BEEN SETTLED TODAY THAT THE BRUSH COMPANY ARE NOT GOING TO THE HOUSE OF LORDS WITH REFERENCE TO YOUR LAMP PATENT. I THINK WE MAY NOW FAIR-LY ~~OFF~~ hope THAT WE HAVE ENDED THE LITIGATION ON THIS PATENT AND ALSO ON THE CHEESBROUGH LAMP PATENT. IT DOES NOT SEEM TO ME PROBABLE THAT AFTER THE VAST EXPENDITURE OF TIME, AND MONEY, AND THE VERY LARGE NUMBER OF JUDGES WHO HAVE DECIDED IN OUR FAVOUR, THAT ANY ONE WILL HAVE THE RECK-LESS FOOLHARDINESS TO CONTEST THIS PATENT AGAIN IN ENGLAND. I CANNOT HELP THINKING THAT THE TIME, MONEY, ENERGY AND ABILITY WHICH HAVE BEEN EXERTED TO BRING ABOUT THIS SATISFACTORY RESULT WILL HAVE A GOOD MORAL EFFECT UPON YOUR PATENTS, BOTH IN THE UNITED STATES, AND ON THE CONTINENT OF EUROPE. OF COURSE GERMANY IS AN EXCEPTION, INASMUCH AS YOUR GERMAN PATENT HAS NOT GOT THE SECOND CLAIM OF THE ENGLISH PATENT ON WHICH CLAIM WE HAVE MADE GOOD OUR VICTORY. I FEEL PERFECTLY CLEAR THAT THE

LINE

(Continuation)

The Edison and Swan United Electric Light Company, Limited

LINE OF SIR RICHARD WEBSTER'S ARGUMENT IS AS SOUND AS THE ABILITY WHICH HE SHOWED IN APPLYING IT. OF COURSE THE LAWS IN THE UNITED STATES DIFFER FROM OURS AND IN SO FAR AS THEY DIFFER OUR CASE WILL NOT BEAR ON YOURS; NEVERTHELESS I CANNOT HELP BELIEVING THAT THE MANNER IN WHICH ALL OUR PEOPLE TOGETHER HAVE FOUGHT OUR CASE WILL HAVE AN EXCELLENT INFLUENCE IN YOUR COMING SUITS IN THE STATES CONCERNING WHICH I WISH YOU SUCCESS WITH ALL MY HEART.

YOURS VERY TRULY,

T. Flowdage.

Patent

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

(Dictated)

NEW YORK, June 11th, 1889

Thomas A. Edison Esq.
Orange,
New Jersey.

My Dear Mr. Edison:-

Since seeing you Sunday it has occurred to me that if you propose to make your records by filing caveats in the Patent Office a complete scheme for keeping the records should be formed and followed out. To do this in such a way that the caveats could be promptly filed so as to get them in the Patent Office within four or five days of the time we prepare them is what is needed. If you could make your sketches on the mimeograph the matter would be made quite easy. You would need three or four mimeograph file plates accurately fitted so as to form a bed large enough for your purpose. Then make sketches within a space on each mimeograph sheet equal to the clear space on a legal cap sheet of type writer paper. You could then have a number of copies carefully struck off, say six, on type writer legal cap of good quality. You could send us four copies and the written description. We would simply add the formal opening and closing clauses to the description and have it typewritten, making four copies, one original and three carbons. One set of drawings and specifications would go to the Patent Office; one set of both would go in our files; one set of both (best carbon copy

T.A.E.2.

of description) we would preserve and when there was enough matter collected we would have it bound. These sets for permanent binding would have copies of petitions and oaths attached and would show all dates and signatures; volumes when bound to be sent to you; the fourth copy of both drawings and description to be endorsed with dates of execution and filing and sent to you to be put in temporary binder for your use while waiting for permanently bound copy; the two or more extra copies of drawing to be carefully preserved under lock and key where they could be found in future years or to be destroyed if in any danger of being circulated; the original copy of description to be kept in our files or returned to you. As to the caveats of the new set already sent in, we could get blue prints of drawing and have copies made of specifications for permanent binding and other copies for your temporary binder. Instead of keeping a temporary binder you could have prints of the drawings made on thin sheets and pasted in a book, or you could have a book specially bound so that it would open flat and print the copies directly into the book. As you see it could be very nicely arranged provided you could use the mimeograph. I suggest that you at least give it a trial. I find out that Rowland went out to the laboratory and made the drawings you wanted the day after you wrote Mr. Seely, some three weeks ago, but you were not there. He was at your laboratory yesterday and will be there again tomorrow morning.

Very truly yours, Rich T. Dyer

phono - E

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

11th June, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Sir:-

LONDON STEREOSCOPIC CO.

I enclose you herewith copy of a letter I have received from Messrs Bircham - the Company of Solicitors to whom I referred the points in connection with the Stereoscopic Co. This letter is for your information.

Yours sincerely

G.E. Gouraud.

Return to Abbott Lee

Send us with your letter of June 26/89.

Dyer Gerry.

**[ENCLOSURE]**

Phno - E

[COPY LETTER FROM MESSRS BIRDHAM & CO TO COLONEL GOURAUD]

Winchester House,
60 Old Broad St,
LONDON, E.C.

4th June, 1889.

Dear Colonel Gouraud:-

We have carefully considered the papers before us and have come to a very clear and definite conclusion that the license to the Stereoscopic Company and everything in it is at an end. We have not, however, seen our way to write the Company for the ~~reasons~~ following:-

We have before us 3 specimens of the ~~representa~~tations put forth by them, and upon which we ask your attention to the following observations:-

First. The Bournemouth Hand-bill. The first observation upon this bill is that it does not purport to be put forth by the London Stereoscopic Company but by Mr F.J.Scott who is called Proprietor. The the machine referred to is described as "Edison's Phonograph. The wonderful "Talking and Singing machine as exhibited by the London Stereoscopic Company." Assuming as we do that the machine in question is that of the Company we think that the words actually describe it, and that there is nothing in them to which you can take exception. We observe that Mr Archibald in his letter to you refers to the quotation from the hand-bill which purports to be ~~taken~~ from "The Times", and consists of the following words:- "The greatest marvel of Modern Science". We understand Mr Archibald's suggestions to be that inasmuch as the Phonograph as at present Patented is an improvement upon the earlier one it is not accurate to describe the latter as the "Greatest Marvel". In this he may be literally accurate but I fear it does not afford any ground of action or complaint from a legal point of view.

Second. The advertisements sent with your letter of the 24th inst. These advertisements are three in number and in each case the opening words are "Edison's Loud Speaking and Singing Phonograph (2800 & 1877." There again the description is we must assume strictly accurate. At all events the representation made as to the Phonograph of the London Stereoscopic Company is that it is made in accordance with the 1877 Patent. It does not purport to be any other or better form of the instrument. We do not of course know whether the Extracts from the press containing these advertisements relate to the earlier or later instruments as no dates are given, but we presume that really they are as applicable to the earlier as to the later instruments notwithstanding the supreme perfection of the latter. We can find no ground in these advertisements for a right of legal interference with their issue.

**[ENCLOSURE]**



Third. The third document is a circular given away as we understand at an Exhibition in London, the name of which for the minute we have forgotten. This document contains the words "Sole Licensees" but they occur in the following connection:-

"Edison's original loud speaking and Singing Phonograph, for "which ~~xxxx~~ or any improvement thereof the London Stereoscopic and Phonograph Co, "were on March 22,1878 appointed sole Licensees, under the British Patent No "2809 - 1877.]"

Now this is a simple statement of fact. They were so appointed. It is true they are no longer Licensees seeing that the license has come to an end. No doubt it is involved that the public should infer they are still sole Licensees, not only of the earlier instrument but of any improvement upon it but they do not as a matter of fact say that they are so. We agree that it is "sailing very near the wind", but we think it is too feeble a basis upon which to ground proceedings at law. Under these circumstances we think you will agree with us that it would be a mistake to require a withdrawal by them of any of the prints before referred to.

If we were asked to point out what words in any of them infringed any rights of yours we could only quote such as we have set out above in no word of which is there a representation that the Company has rights in the latest form of Phonograph. It seems to me therefore that the proper way to meet the tactics of the Company is through the medium of the press or other convenient channel to impress the public with the fact that the instrument in which the Stereoscopic Company claim to be interested is not the Phonograph of to day, and to show wherein the two instruments differ.

Under the circumstances we feel that you may not think it necessary to take any opinion of Counsel at the present moment. As you will gather from what we have already stated we do not think there is any slander of title by the Company in anything which has come before us as having been put forward by them. We think therefore that you can safely go on with the formation of your Company entirely disregarding the Stereoscopic Company, but taking care in any Prospectus or representation which you may make to the promoters of the Company or to the public, to inform them of the facts.

If upon receipt of this you think you would like to see us again we can be at your service at any convenient time on Thursday.—

Yours faithfully
Bircham & Co.

Patents

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

NEW YORK, June 13, 1889

A. O. Tate Esq.
Orange,
N.J.

Rec'd June 14/89

Dear Sir:-

Your letter of the 12th inst. together with Col. Gouraud's letter of the 31st ult. and the papers sent by Col. Gouraud with his letter, were handed to me yesterday by Mr. Schulze-Berge. I went through the criticisms of Sir Frederick Bramwell very carefully and have written a letter to Col. Gouraud which will be mailed to-day returning the papers with our answer to the criticisms. It was a very simple matter which should have been attended to in England without the risk of delaying the case by writing here, but the course taken by Col. Gouraud is the right one, since it would enable us to set them right on any important matter, when such a one arises. Of course it does not concern us personally, but feeling sensitive as to any criticism of Mr. Edison's moral attitude on the question of inventions, the remark in Gouraud's letter that "it is evident that Sir Frederick considers you are trimming pretty close - not to say more" struck us as being particularly offensive. There is nothing in Bramwell's criticisms to warrant any such insinuation and the insinuation is more an indication of the character of the man who made it than a reflection upon Mr. Edi-

A.O T.2.

son. You might cable Gouraud as he requests. I return his letter to you.

Very truly yours,

Rich. H. Dyer

**[ENCLOSURE]**

Phone 2.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

31st May, 1889.

ack June 14/89

T. A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Sir:-

PHONOGRAPH PATENTS. ENGLAND. CASES 86 & 87.

These after being revised by Mr Hardingham, have been further considered and revised by Sir Frederick Bramwell, Bart. The points he raises are so important that it is considered necessary to refer them to you before filing the final Specifications. The nine months expires to-day, but has been extended for 30 days. It is consequently necessary that you should give the matter your immediate attention from the moment the papers reach you as unless they are returned in time for filing by the 29th of June the Patents will be lost except so far as they will be secured by filing the Specification, as we are of course to do according to our best lights, should we fail to hear from you in time.

It is of the greatest importance that the documents herewith sent you, should be considered by you, and that the Patents be filed in accordance with your views after having considered Sir Frederick's observations. By the next mail will follow a further letter from Mr Hardingham bearing upon this same question. We should have all the papers back here a full week before the time for filing, and this is quite possible still leaving them in your hands a full week, which should be ample. I have always assumed that in drawing your foreign Specifications you would take into account the previous Patents bearing upon the subject, the Graphaphone, Anders & Berliner, of which I have sent you copies, and of which I send you further copies by this mail in case you should have mislaid the others.

It is evident that Sir Frederick considers you are trimming pretty close, not to say more, and it is important if you maintain the claims as they are in view of the said Patents and Sir Frederick's observations upon them, that we should have your reasons for doing so as you may be able to point out differences which may have escaped them. You will I am sure see as clearly as I do the importance of giving it your careful consideration within the time named. I personally doubt the expediency of introducing into these later Cases the description of the PPhonograph proposed by Sir Frederick, considering that it was not included in the

**[ENCLOSURE]**



in the previous Cases. The fact of doing so in the later Cases with the reason for doing it, might give rise to the very question in connection with the earlier Cases which Sir Frederick is anxious to avoid. As to the expediency of this, however, we may safely leave to the judgement of our Patent Agents.

I shall be anxious to know of the safe arrival of these papers, and also the date of their departure; so kindly cable on their receipt the word "Patents", and on their departure "Patents" followed by the name of the Steamer by which they have actually left.

Yours sincerely

G.E.Gouraud.

P.S.

After the next mail I will send you Sir Frederick Bramwell's report on CASE 88, which will also require your attention, but there is plenty time for this, as this CASE has not to be filed for some weeks yet. Your attention is however urgently requested to the CASES now sent you viz:- CASES 86 & 87.

Pat-rt

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

NEW YORK, June 22nd, 1889

A.O. Tate Esq.
Edison's Laboratory,
Orange,
N.J.

Dear Sir:-

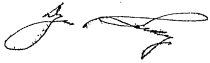
In reply to your letter of the 21st inst. we have to say that under the Portugese patent law, patents are considered as being granted for the full term of fifteen years although the taxes may be paid for only five years when the patent is issued, and under the decision of the Supreme Court of the United States in the Bate case the United States patent runs until the actual expiration of the monopoly in the foreign country. So long as the Portugese patent is maintained therefore there is no danger to the United States patent and In Portugal the fee for the full term can be paid at any time when it is desired to do so. For this reason we concluded to take out only a five years patent in Portugal in order to save the expense of paying all the taxes now.

We will say that in our next bill against Mr. Edison we shall credit him with the difference in the cost between a five year and a fifteen year Portugese patent. In our bill for these foreign patents we charged for a fifteen year patent, but afterward in view of the Bate decision and of a decree of the Portugese

A.O.T.2.

government we decided that it was only necessary to pay the taxes for five years.

Yours truly,



Edison

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, June 22nd, 188 9

A. O. Tate Esq.
Edison's Laboratory,
Orange, N. J.

My Dear Mr. Tate:-

At Mr. Edison's suggestion I cabled several days since, to Edisewan, London, to send another copy of the appeal record in the Holland case, and I signed the cable Edison. When the copy is received, since I suppose it will be sent to Mr. Edison at Orange, New Jersey, kindly let me know and I will call for it.

Yours very truly,

Richd N. Dyer.

Maguire

The cable we recd
few days ago
from Edison an
refers to this.
Send the paper
to Dr T When
they come

[illegible]

E. L. & A. - Canada

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

NEW YORK, June 24th, 1889. 188

E. H. Johnson, Esq.
Prest Edison Electric Light Co.
City.

Dear Sir Mr. Johnson:

Mr. Hector Cameron of Canada is in town to-day. I met him on the street ~~today~~ just before lunch. He will be here also to-morrow. If you desire to see him with regard to our matters in Canada I can make an appointment with him for any time after two o'clock to-morrow afternoon. Kindly let me hear from you.

Yours very truly,
Richd. N. Dyer.

Phonograph dictation.

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

NEW YORK, June 26 188 9

My dear Tate

Don't think any chance for us to get some money from Mr. Edison this month. We have been advancing a good deal for fees, taxes on foreign patents etc. and are very hard up. $1500.00 would help us and. The account you have from us on the phonograph matters is something like $4000. Can't you send check

so we can use it on Friday.

Yours truly

H. W. Lee

Patent

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

NEW YORK, June 27th, 1889

John F. Randolph Esq.
Orange,
N.J.

My Dear Sir;-

I have your favor of the 19th inst. and thank you for the same. I am so anxious to learn of Mr. VanCleave's whereabouts that without waiting your convenience to communicate to me what information you received through Mr. Hipple and Mr. Jordan, I write asking that you inform me what you have heard. If you can find out in any way where VanCleeve is it would oblige me to have you do so. So anxious am I to learn of Van Cleeve's whereabouts that I would detail a man specially to hunt him up if I could find out his last whereabouts. I desire to use him as a witness in Mr. Edison's behalf if possible.

Yours truly,

R. N. Dyer

Manasquan N.J.

Form No. 1. Patents

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 11 | Wis | D | 11 Collect 1 x |

8.45

Received at ORANGE, N.J. June 29 1889

Dated London Via Nyz 29

To T. A. Edison Confirmed Jul. 9/89

Orange.

Can we complete cases 84, 85 Denmark.

Complete patents Denmark

Sent 9 Jul 89

Patents

ans
June 19/89

My dear Edison

It is time we had a decision in the Pittsburg case—tho after all that depends on whether it is to be in our favor. For any decision against us it is much too early, as we shall agree.

Mr Thurston tells me that Judge Bradley is not noted for promptness in writing his opinions, & for that matter when they come out there is a ~~fresh~~ finish about them which shows careful work & study. Really as such things go, it is scarcely possible that any judge should examine such a record in so short a time. Point we may all in hope that he would determine it very promptly on points which stand so clearly above the water that much diving to investigate disputed points might ~~have been~~ ~~avoided~~ dispensed with. I refer to the questions arising on the face of the patent, or in the file wrapper contents; and the state of the art—the discussion of which was assigned to Mr Thurston & Mr Dyer and, excellently well done by each.

I am sitting here with a pencil in my hand, writing on the Canadian patent subject—of thirdly of you—I send you this to say that I see no reason in the delay for changing the con-

2 fident opinion which I formed as soon as I had sufficient familiarity with the facts to have an opinion - viz: that the facts once will out, it is impossible for a good judge to decide that case against us -

That Bradley has been a wonderfully clear & able judge cannot be questioned - & if it were not for his having been for Drawbaugh in the telephone case - I should think him perfect for this case.

We ought to have had five days on a side to bring out all the facts & properly mark them ~~the~~ instead of 1/2 days for each side -

The trouble is that a tired judge - at the end of a long term may understand you will at the moment - & they forget - For such forgetfulness a full brief is ordinarily the best cure - but there was no time for that on our part at least, the evidence being in hand only a few hours before the argument began -

There the other side were better equipped than we - besides living in Pittsburgh & knowing the ropes - It seems

I send you a brief in the Pearl Forks — which must be the Edmonds business.

I they had Curtis, Kerr, Brill, & perhaps Dalzell constantly at work out of Court from the Sunday preceding the trial — with the entire resources of the largest printing office & relays of men at work — I'm thinking they were able to have up on the morning after you left a brief — how complete I don't know since they refuse to show it to us.

The raw material for a brief, & a few printed pages which I have got — ready was all sufficient I believe. However, with a judge who understanding an intellectual habit is himself to go to the bottom of anything — & who is said seldom or never to read briefs of counsel.

There's a poem of Parsons with a line
"When to any saint I pray,
It shall be to St Piray" (his favorite wine) — If you have a favorite St., pray to it for a speedy and wise judgment. Sincerely, E.P.L.

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

NEW YORK, July 2 1889

Thomas A. Edison Esq.

Dear Sir:

In the interference of Edison vs Maxim vs Swan a dealer in parchment paper whom we may want to call as a witness pleads his want of familiarity with the English language as a reason to withhold information. This man speaks French and I would suggest that if you could spare Dr. Schulze-Berg and he could make it convenient, that you request him to call on me at my office tomorrow or Friday. The matter requires a knowledge of chemistry besides that of French else I would hesitate to trouble Dr. Schulze Berg.

Yours truly,
R. N. Dyer.

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

NEW YORK, July 6th, 188 9

A. O. Tate Esq.
Orange,
N.J.

Ans. July 9/89

Dear Sir:-

In reply to your letter of June 30th, in which you ask us what reply you shall make to Col. Gouraud's telegram asking whether he can complete Cases 84 & 85 for Denmark, we have to say that we have consulted Mr. Edison about this and in view of the fact that the applications still pending in the United States Patent Office which are included in Case 85 are of comparatively little importance and that patents have been issued here on everything included in Case 84, Mr. Edison thinks the Denmark patents can be taken out, so you had better inform Col. Gouraud that he can complete the cases referred to.

Yours truly,

Geo. T. Seely

Patents

Cable Address "Edison, New York."

Any Afternoon

Friend the Laboratory
of
Thomas A. Edison.

Subject: Patents. Orange, N.J. July 10th 1889

Mr Thomas A. Edison.

Dear Sir. Ans. July 20/89.

My business is to see you in reference to the interference, or non interference of certain patents.- Would like very much to have a personal interview with you at your earliest convenience.

Will you have the kindness to make an appointment with me personally? and oblige.

Yours Truly

E S Caldwell

45 East 9th Street

New York City

Patents

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

NEW YORK, ~~July 10th,~~ 188 9

Ans. July 17/89

Thomas A. Edison Esq.
Orange,
N.J.

Dear Sir:-

We enclose official receipts for the 4th years tax on your British patents, Nos. 7582 and 7584 of 1885 which relate to the phonoplex telegraph, which taxes have been paid by us. We also enclose an assignment to you which has been executed by Mr. Handford and recorded by him in the British Patent Office and which includes eight patents taken out in Mr. Handford's name as communications from you and on which Mr. Handford has been paying annuities for the Edison & Swan United Electric Light Co. Limited. Mr. Handford says that that company instructed him to assign these patents to you so that you might be able to assign them with certain others to the company all at one time. Probably the company or Drexel, Morgan & Co. will communicate with you about this. The assignment which we send you also includes two patents on electric railways, Nos. 1022 of 1883 and 2857 of 1883. These are the patents about which there was some discussion with Messrs. Drexel, Morgan & Co. which ended in our instructing Mr. Handford to assign the patents to you, Drexel, Morgan & Co. agreeing to this on the condition that you should give them a letter stating that you held the title to

T.A.E.2.

the patents in trust for yourself, themselves and Mr. G. P. Lowrey. We will inform Messrs. Drexel ,Morgan & Co. that the assignment has been made,and they will probably let us know what else they want to do about it. The assignment also includes two patents,Nos. 7582 & 7584 of 1885 relating to the phonoplex telegraph,which of course belong to you.

Please acknowledge receipt of the enclosures.

Yours truly,

Octavius

RICHARD N. DYER. H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

NEW YORK, July 24th, 188 9

Thomas A. Edison Esq.
Orange,
N.J.

Dear Sir:-

We return herewith the letter of Col. Gouraud referring to Case 88 which Mr. McGuire handed us. We have replied to this letter and returned to Col. Gouraud the papers which he sent you.

Yours truly,

Dyer & Seely

[ENCLOSURE]

Patents

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

28th June 1889.

T. A. EDISON, ESQ:
Orange,
New Jersey. U.S.A.

Ans by D. & S.

Dear Sir,

CASES 86 & 87.

I am obliged for your letters which have duly come to hand with reference to the above Patents, and from Messrs Dyer & Seely I have received the documents I sent you for consideration. These are now in the hands of my Patent Agent in London, who trusts, with the additional information now at his disposal, to properly file the Patents for Great Britain.

CASE 88.

Sir Frederick Bramwell also looked into this Patent, and I enclose the remarks he made in connection therewith. Mr Hardingham has again gone thro' the Patent, and studied the points raised by Sir Frederick. I enclose you a copy of Mr Hardingham's letter , and by separate post I am sending you the draft complete Specification for this CASE, which kindly consider, and return to me at your early convenience. There is not such an immediate hurry for the return of these documents as was the case in the previous instance, still I should like after perusal and consideration of the papers that you should return them to me for the purpose of getting the Patent in order in good time to present to the English Patent Office.

Yours faithfully.

G. E. GOURAUD.

Geo. E. G.

Patents

July 27. 89

My dear Mr Edison

I have telegraphed Seely to let me know when you propose sailing with the intention of re-turning in time to see you.

Should any reason exist which would make my return for that purpose useless, kindly have some one telephone Seely and he will telegraph me. Sincerely Rich. Dorr

Edison says no
necessity for you
to come unless
you want to see
him

Patents.

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

NEW YORK, August 20th, 1889. 188

Thomas A. Edison, Esq.
Orange, N.J.

Ans. Aug 21/89

Dear Sir:

Upon receipt of your order of the 11th inst. requesting us to furnish you with a full set of patents on Dynamos and Motors, Electric Brakes, and Transformers, we wrote to the Patent Office for an estimate of the cost of ~~all~~ copies of all patents issued relating to those classes. We enclose the estimate herewith, which shows that under the class of Generation of Electricity, the following number of patents were issued: Magneto-electric 768; Induction coils, 112; and Systems of Distribution, 136, making a total of 1016; under the class of Electricity-Motive Power, the following were issed: Motors, 337; Car Brakes, 74; Transmission of Power, 32; and Locomotion, 403, making a total of 846. The total number of patents issued under these two classes is 1862, which we can obtain for you at the rate of ten cents per copy. If you do not care to take all the sub-classes mentioned in the estimate, indicate those which you do not want, and send us a check for the balance at the above rate.

You will notice that the estimate mentions ~~the~~ patents issued in electrical signalling, this however ~~is~~ has nothing to do

with the copies you want. These were ordered in connection with another matter. Please return the estimate to us.

Yours very truly,

Dyer & Gerlyn P.

Sawyer - Man

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

*New York* October 5, 1889.

Saturday, 3:15 P. M.

The following is a telegram I have just received from Mr. Pflaun,

S. B. Eaton.

"The following are main points of opinion. Unless Patent valid for conductor of Carbon made of fibrous or textile material in arched form cannot be made valid by combining such conductor with the glass chamber hermetically sealed. Arch form of conductor not new Carbon made from vegetable or textile material was made before Sawyer and Man used it. Neither Sawyer and Man nor Edison entitled to exclusive use of charcoal. We are fully satisfied that after Edison's invention had been published to the world there was an entire change of base on the part of Sawyer and Man and that the application was amended to give it an entirely different direction and purpose from what it had been in its original form. Various changes in application for patent unfavorably commented upon. Testimony of Broadnax shows that the idea of claiming carbons made from fibrous and textile materials was an after-thought. Changes not justifiable and claim cannot be sustained; explanation of delay in applying for patent by Sawyer and Man unsatisfactory. Sawyer and Man were following wrong principle of small resistance and strong current; Edison accomplished great discovery of high resistance and low current. Opinion then quotes at length from Edison patent two hundred twenty three eight ninety-eight. We are not mistaken in saying that but for this discovery of Edison attenuated filament in Perfect Vacuum electric lighting would never have become a fact, we have supposed it to be the discovery of Edison because he has a patent for it. This may not be the case, it may be the discovery of some other person, but whoever discovered it it is undoubtedly a great discovery in the art of practical lighting by electricity. The opinion concludes with did

they, Sawyer and Man succeed in making lamp of commercial value or in finding out the principle on which it could be made. We do not so read the evidence.

Magnus Pflaun."

**KIERNAN'S TELEGRAPHIC AGENCY,**

WALL STREET FINANCIAL NEWS BUREAU,

European and Domestic Financial and Commercial Telegraph Agency,

No. 6 BROAD AND 19 WALL STREET, N. Y.

PRINCIPAL OFFICES.

JAS. McLEAN,
Lombard Street, and
McLEAN'S NEWS EXCHANGE,
38 Throgmorton St., opp. Stock Exchange, London, E. C.
R. J. WYNNE,
Washington, D. C.

R. W. HICKSON, SYKES & CO.,
20 Minerva Building, Key Street, Liverpool.
J. RICHARD,
"JOURNAL DU HAVRE," and 162 Boulevard de Strasbourg, Havre.
JNO. J. KIERNAN,
6 Broad and 19 Wall Street, New York.

New York, Oct 5th 1889

My Dear Professor:

I took great pleasure in transmitting a duplicate of the enclosed relating (to your great triumph over the Westinghouse people, who has heretofore took all the advantages of the public prints which our friend (Mr J. Hood Wright) can inform you and through I suppressed a two column article in the Ny Herald) which I caused to be transmitted every important city over our printers and fard it to the Financial writers also — I also cabled it to Europe as you will see by the accompanying duplicates. Wishing you continued success and health.

Believe me
Sincerely Yours
John J. Kiernan

[ENCLOSURE]

Form No. 1. Westinghouse

# TRANS-ATLANTIC CABLEGRAM.

No. Time

Check

Route Via

THE COMMERCIAL CABLE COMPANY
ATLANTIC OCEAN
MACKAY-BENNETT CABLES
PATENTED DECEMBER 20 1887.

OFFICES:

NEW YORK, 1 Broad St., (Drexel Building).
" Stock Exchange.
" "Herald" Building.
" 9 Beaver Street.
" 442 Broome Street.
" Hoffman House.
BOSTON, 4 Arch Street.
" 101 State Street.
HARTFORD, 3 Central Row.

188

*Send the following Cablegram* **"Via Commercial Cables,"** *subject to the terms and conditions printed on the back hereof, which are agreed to.*

To Macdean. London.
Havre. Paris.

| | | |
|---|---|---|
| Judge | Bradley | United |
| States | Supreme | Court |
| rendered | decision | Saturday |
| dismissing | famous | electric |
| light | suit | Westinghouse |
| against | Edison | Plaintiffs |
| sought | injunction | restraining |

Please read the conditions at back and sign your name and address thereon for reference.

[ENCLOSURE]

Form No. 1.

# TRANS-ATLANTIC CABLEGRAM.

| No. | Time |
|---|---|
| Check | |
| (2) | |
| Route Via | |

THE COMMERCIAL CABLE COMPANY
ATLANTIC OCEAN
MACKAY-BENNETT CABLES
PATENTED DECEMBER 29 1887.

OFFICES:
NEW YORK, 1 Broad St., (Broad Building).
" Stock Exchange.
" "Herald" Building.
" 9 Beaver Street.
" 442 Broome Street.
Hoffman House.
BOSTON, 4 Arch Street.
101 State Street.
HARTFORD, 3 Central Row.

_____ 188

*Send the following Cablegram* **"Via Commercial Cables,"** *subject to the terms and conditions printed on the back hereof, which are agreed to.*

*To*

| | | |
|---|---|---|
| Edison | using | fibrous |
| carbon | of | incandescent |
| conductor | in | airtight |
| globes | Court | decided |
| Edison | accomplished | fibrous |
| carbon | filament | before |
| Sawyer | Mann | on |
| Westinghouse | Court | days |

Please read the conditions at back and sign your name and address thereon for reference.

[ENCLOSURE]

Form No. 1.

# TRANS-ATLANTIC CABLEGRAM.

| No. | Time |
|---|---|
| Check | |
| (3) | |
| Route Via | |

THE COMMERCIAL CABLE COMPANY
ATLANTIC OCEAN
MACKAY-BENNETT CABLES
PATENTED DECEMBER 29 1887.

OFFICES:
NEW YORK, 1 Broad St., (Drexel Building).
" Stock Exchange.
" "Herald" Building.
" 9 Beaver Street.
" 442 Broome Street.
" Hoffman House.
BOSTON, 4 Arch Street.
" 101 State Street.
HARTFORD, 3 Central Row.

188

*Send the following Cablegram* **"Via Commercial Cables,"** *subject to the terms and conditions printed on the back hereof, which are agreed to.*

*To*

| | | |
|---|---|---|
| but | for | this |
| discover, | J | Edison, |
| an | attenuated | filament |
| in | a | perfect |
| vacuum, | electric | lighting |
| would | never | have |
| become | a | fact. |

Please read the conditions at back and sign your name and address thereon for reference.

Westinghouse

New York City, 7th Oct. 1889.

My dear Sir:

I intended to go out and dine with you, and spend the evening. But the conference on the Filament Case has lasted all day in my office until 5-30, and the accumulated work of the day will compel me to continue at work this evening. I am pushing things all along the line, and it keeps me busy day and night.

I procured a certified copy of Bradley's decision late this afternoon. I am keeping the typewriters at work to night making copies. One copy has just come in, and I send it to you by bearer, thinking you may like to look it over this evening. Please keep it.

When I took the lawyers up stairs to lunch today, Mr. Kerr called me over to a table where he, Westinghouse and associates were lunching. Mr. Westinghouse remarked to me that he felt very much hurt by your calling him a "shyster" in this mornings "Herald". He was really cut up about it.

I shall certainly go out to see you tomorrow morning. Please present my compliments to the Countess, and believe me to remain,

Sincerely yours,

S. M. Eaton

To Mr. Edison.

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B.EATON
EUGENE H.LEWIS

New York October 9, 1889

T.A.Edison Esq.,

Orange, N.J.

Dear Sir;

Mr.Hastings will go to Canada on Friday to look up the law firm you mentioned. Insomuch as we do not know the name of the firm, perhaps it would be better for you to address an autograph letter to F.S.Hastings, asking him to go to Canada to retain that law firm in your interest. He might show your letter to that firm as his authority for acting in your behalf.

If this meets your approval, please send a letter to Mr.Hastings, 44 Wall Street, to-morrow, so that he will get it by to-morrow evening.

Before MR.Hastings uses the letter he will find out whether these parties are engaged on the other side, and will also decide whether it would be the wise thing to do, everything considered.

Very truly yours,

S. H. Eaton

Patents

RICHARD N. DYER.

H. W. SEELY.

(Dictate d)

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

NO. 40 WALL STREET,

NEW YORK, Oct. 11, 1889.

A.O. Tate Esq.

Orange,

N.J.

Dear Sir:-

We have your letter of this date with six French patents of Mr. Edison. We are sending these to Paris to have proof made of their exhibition there and have written to Mr. Hammer to give what assistance he can to our agents there.

Yours truly,

Dyer & Seely

TAE

Dyer & Seeley

40 wall st ny

Send Rowland over

Tuesday to prepare

two patent drawings

Edison

Oct 14th 1889

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

(Dictated)

NEW YORK, October 14th, 1889.

Thomas A. Edison Esq.
Orange,
N.J.

Dear Sir:-

We enclose the tracing of your application No.716 for multipolar machine . The Examiner has made the objection to this case that the arrangement shown in the drawing is inoperative for the reason "that though the device would generate a current in the position shown in Figure 1, when the device has rotated 90° the current becomes nil, while at 180° degrees it becomes reversed. This is clear from the consideration that at 180° the coils are still in the same polarity as in the figure, while the brushes connect to the neutral points 90° removed and hence of reverse polarity."

We would be glad if you would have some one study this out and see whether it is correct. If the drawing is wrong we should have it corrected and Mr. Kennelly or some one at the laboratory can probably show us how. If the drawing is right and the Examiner wrong, we would like to be furnished with such explanation as we can use to convince him of his error.

Kindly return the tracing with your reply.

Yours truly,

Mr Tate

The examiner is right and the correction is made in the accompanying sketch which should replace fig 1. If desirable the MSS might be sent up here to both proofs before being sent in again

Yours truly
A. E. K

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

NO. 40 WALL STREET.

NEW YORK, Oct 15 1889

My dear Tate

If you look among the bills which have accumulated during your absence you may find one against the Edison Phonograph Co. for about $2000 and one against Mr. Edison personally for about $800. Can't you give me something on account of these, this week.

Yours

N. W. Seely

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET.

Phonograph

(Dictated)

NEW YORK, Oct. 29, 1889.

A.O. Tate Esq.

Orange,

N.J.

ack Oct. 30/89

Dear Sir:-

Referring to the correspondence sent with your letter of the 21st inst. which we return herewith, it appears that Col. Gouraud wants the following information :

1. Whether Edison's U. S. patent contains a broader claim on cutting, as distinguished from scraping, as ~~in~~ his case 86. We think the 1st claim of patent No. 393,967, dated December 4, 1888 covers the matter broadly, in the following language: "The method of recording sounds for reproduction consisting in impressing sound vibrations upon a cutting recording point and thereby cutting in the recording surface ~~the~~ record corresponding to the sound waves, in contra distinction to the formation of such sound records by a scraping action."

Patent No. 393,968 contains the following claim: "A phonograph recorder having for its recording point a cutting tool with the cutting edge in advance of the stock of the tool, substantially as set forth."

2. Whether any publication was cited by the Patent Office as a reference to these claims. As to this we have to say

A.O.T.2.

that no anticipation was ever brought up by the Patent Office, the claims having been allowed without any objection of that kind.

3. As to the references cited against the Graphophone application in the Patent Office, we suppose what is wanted is with relation to the patent of Bell & Tainter, No. 341,214, dated May 4, 1886 which contains the broad claims for cutting the record. We find by an examination of the record of this case, in the Patent Office, that the only matters cited against it were English patent No. 1,844 of 1878 and the description contained in Volume 27 of "Engineering", page 327, relating to the "six-penny phonograph". The publication in "La Nature" of the Lambrigot experiment was not referred to and we do not believe the Patent Office was acquainted with that publication at the time the Graphophone application was before it. The limitation contained in the last clause of the 1st claim of the Graphophone patent, No. 341,214, was evidently made in view of the United States Patent to Reynolds, No. 287,186 dated October 23, 1883.

We think this answers what Mr. Hardingham requires. We send you herewith copies of all the U.S. patents referred to herein and we think it would be well for you to send these copies to Col. Gouraud in answering his letter.

Yours very truly,

**[ENCLOSURE]**

Phono - Eng

Telegrams and Cables.
"PHONOGRAPH, LONDON."

Telephone.
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

12th October, 1889.

Ans. Oct 30/89

T.A.Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Edison:-

re Lambrigot's anticipations.

I enclose copies of letters from Mr Hardingham my Patent Agent, regarding the Graphophone claim for cutting.

I am told that Conrad Cook's report on the Graphophone Patents, extracts from which were published in the Graphophone Syndicate prospectus I sent you, contained references to this case of Lambrigot's as published in the "Engineer" of about the same date, but although he tried to smooth it over as unimportant yet it was considered of sufficient importance for the promoters of the Graphophone syndicate to leave it out of their prospectus.

Wanted from America.

Mr Hardingham says that it is important to know whether there is in your United States Patent the same claim as contained in your English Case 86, viz:- No 2 "The employment of a cutting style having a true cutting action"? If there is, he asks "was there any reference to publication in this connection brought forward by the United States Patent Office as the alleged anticipation, and if so what?" He also says that it would be important to know what references, if any, were made in connection with the issue of the American Graphophone Patents. He thinks that it may probably be found that the Patent Office did make reference to the Lambrigot experiment. If so, that fact would have great weight here in showing that they made a claim in their British Patent in the face of knowledge of the prior publication in question. You have in your own possession information regarding any references to your own patents, perhaps you can get the

393967 - [illegible]
393968 - [illegible]

341214 - graph - Bell & Tainter Aug 4 86

[ENCLOSURE]



information as regards references in connection with the Graphophone Patents.

Yours sincerely

E. E. Gowers

[ENCLOSURE]

Copy Of Letter.

From G. G. M. Hardingham, To Colonel Gouraud.

Col: Gouraud,

Dear Sir,

In compliance with your instruction's, I have examined the specification to Johnson's Patent, No 6027, A. D. 1886, and considered the question whether, by virtue of that Patent, the proprietors thereof have acquired an exclusive right to cut "in a solid body the record corresponding in form to the sound waves"; regard being had to the description of "Lambrigot's Speaking Plates", published in "La Nature" the 3rd of May 1879. No 309.

Lambrigot-referring to Edison's original phonograph-describes the substitution for the recording point of "a small blade of steel in the shape of a knife" the surface operated in consisting of "a layer of stearine". The steel blade alluded to is employed, first, to scrape down the stearine and impart to it a perfectly smooth surface, and secondly, under the influence of the sound vibration's, to striate the stearine surface and produce therein an exact record of the vibratory movements to which the blade is subjected.

[ENCLOSURE]



Assuming No 309 of "La Nature" to have been published in this country before 1886, it would seem clear that "the method of forming a record" by "cutting in a solid body" was not capable of being validly patented at the date named in the broad sence defined by Johnson's first claim.

From his specification, it would appear that the working extremity of the recording style is so formed as to cut and actually remove the material from the record grooves and not merely to displace it. The first claiming clause does not, however limit the method of forming the record to this kind of operation, but includes broadly such a method of cutting the record as would be affected by the employment of a recording style in the form of a knife blade as proposed by Lambrigot. Johnson's aim appears to have been to produce a continuous record groove with a view to offering an efficient guide to the reproducing style; but it will be obvious that this is precisely the result which Lambrigot secured by the employment of his knife-blade recording style.

I am,

Your's Faithfully

G.G.M.Hardingham.

**[ENCLOSURE]**

Phono - Eng

Copy Of Letter.

From G. G. M. Hardingham. C. E. To Colonel Gouraud.

4th October, 1889.

Colonel Gouraud.

Dear Sir,

As arranged at our yesterday's interview, I herewith send you a letter which I trust will meet your present re--quirements.

In order, however, that its contents may not mislead you, I should perhaps explain one point which is not all--uded to, and which would indeed be beyond the scope of your inquiry. What I have done is to deal with Johnson's first claim as I find it, and not as it might be if amended in a certain manner. The claim as it stands appears to me to cover in a broad sense the cutting of a record groove whether the contents of the groove be actually removed (as would result from the use of a turning tool) or whether the sides of the groove be simply parted (as would result from the use of what, in wood turning, is known a "parting tool". From Johnson's specification, I am disposed to think the intention was to claim only the formation of a groove of the former character; but I consider the claim is wider than this, and suffices to cover the latter method of cutting. In this respect, the claim is anticipated by the publication in "La Nature". You will perceive that the above point is of considerable import--ance, because Edison uses what I may call a material-removing tool as distinguished from a "displacing" or "parting" tool.
(See No 12,593, page 9 lines 23-30).
You will find on reference that the second claim to your patent No 12, 593 was modified to read as follows:-

"The method of and apparatus for recording sound waves substanti--ally as herein described, the cutting edge of the recording style being in advance of the stock of the tool and having a true cutting

**[ENCLOSURE]**



lation".

The subject matter of this claim is in my opinion differentiated both from Lambrigot's publication of 1879 and from Johnson's specification No 4027/86

I herewith return the papers left with me, and

Remain,

Your's Truly

G. G. M. Harding.

patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET,

NEW YORK, Nov. 6th, 1889.

A.O. Tate Esq.

Orange,

N.J.

Dear Sir:-

We sent to the office of the Light Co. for Edison note books, Nos. 37 and 53 and they informed us that the books had been taken out of the vaults sometime ago and were probably in your hands. We are going to take testimony in the Edison-Swan interference and it is very important that we should have these books at once. If they are in your possession will you kindly send them to us by messenger ~~as soon as possible~~? tomorrow morning.

Yours truly,

Dyer & Seely

Ans. Nov. 8/89

Patents
RICHARD N. DYER.

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, November 8th, 1889.

My Dear Mr. Tate;-

When I last saw Mr. Edison he spoke about prosecuting vigorously some of his old applications relating to electric lighting. I wish you would say to him that I am devoting my evenings now to the study of these old cases and will be prepared within a week or so to lay before him a plan of campaign. This I propose to do before actually forwarding any papers in the cases to Washington.

Yours very truly,
Richd. N. Dyer.

To: A. O. Tate Esq.
Orange,
N.J.

Patents

*Law Offices*

EATON & LEWIS

S.B.EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* Nov. 9th, 1889

A.O.Tate, Esq.,
Private Secretary.

Dear Sir:-

Welch V. Edison. I beg to acknowledge your esteemed favor of yesterday containing letter from Mr. George S. Hale, of Boston, dated the 4th inst., addressed to Mr. Edison. This matter strikes me as rather serious, judging from Mr. Hale's letter, and I will give it my early and prompt attention.

Very truly yours,

S. B. Eaton

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET.

(Dictated)

NEW YORK, November 11, 1889.

A. O. Tate Esq.
Orange,
N.J.

Ans. Nov. 24/89

Dear Sir:-

We have to advise you that taxes have to be paid in December on the following foreign patents of Mr. Edison: two German patents on the phonoplex telegraph; two French patents on the same subject, and one French patent and one Belgian patent for ore separators.

Please instruct us as to whether you wish us to have these taxes paid.

Yours truly,

Dyer & Seely

1 6- 6.

Telegraph

Ans. Nov 14/89

LEMUEL W. SERRELL
SOLICITOR OF
AMERICAN & FOREIGN PATENTS
NO. 1 AND 2 NASSAU STREET,

TELEPHONE
"NASSAU 576"
CABLE ADDRESS
"IRONICAL" NEW YORK.

P.O. Box, 260.

New York, Nov. 12th 1889.

Thos. A. Edison Esq.

Dear sir:

Referring to your favor of recent date requesting me to furnish to the party representing the New Haven Clock Co. a copy of your Caveat (37) on District Telegraphs, the present is to say that in addition to the copy I furnished, the same parties want a certified copy from the Patent Office.

Will you kindly sign the inclosed order so that I may obtain the copy for them.

Yours truly
Lemuel W. Serrell
Winckney

El. Ht England

Ans. Nov 14/89

Dear Mr. Tate:-

Re Feeder Patent. In writing the French Company will you kindly tell them that any information they may be asked to give us, or our correspondents in Paris, Brandon & Fils, about the foreign patents on the Feeder invention, they may safely give. Apparently they hesitate to give any information except to Mr. Edison personally, and that takes too long. We would like to have them answer some questions about the expiration of foreign patents, which Mr. Brandon will ask them in our behalf.

Hoping you will find some way to help us out and expedite this matter, as above stated, we remain,

Very truly yours,

T. B. Eaton

Nov. 13th., 1889.

---

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

NEW YORK, Nov. 16, 1889

ck' $500

My dear Tate

I shall have to ask you for a further check on Mr. Edison's account. There are a lot of applications to file in Canada, and I don't see how we can file them and pay the taxes on foreign patents which you have asked me to advance unless you remit. If you can send a larger sum you had better send check for $500 to cover these disbursements. – Yours truly. N. W. Seely

Telegraph. Signal Boxes.

P. O. Box 2979.

ARTHUR v. BRIESEN,
SANFORD H. STEELE,
ANTONIO KNAUTH.

BRIESEN, STEELE & KNAUTH,
COUNSELORS AT LAW,
229 BROADWAY,
NEW YORK.

Ans. Nov 23/88

New York, November 21, 1888.

My dear Mr. Edison:

FIRMAN v. NEW HAVEN CL. CO.

I have several times unsuccessfully tried to see you in regard to the above case, which you may remember concerns District Telegraph Signal Boxes. As defendant's time expires the last of this month and we cannot take testimony after the 30th, I have noticed your examination for November 27th, 2 p. m., at your laboratory, hoping in the meantime to obtain an interview with you. Won't you kindly write to me appointing sometime, afternoon or morning, when I can call and talk over the case? It will not take very ~~much time~~ long. I have secured a copy of your caveat from Mr. Serrell, and will bring it with me. If it is more convenient for you to come to New York, you could stop in to see me any time during the day.

Very truly yours,

Henry E. Everding

To Thomas A. Edison, Esq.

Saw Yer - Mann

LEMUEL W. SERRELL
SOLICITOR OF
AMERICAN & FOREIGN PATENTS
140 NASSAU STREET,

TELEPHONE
"NASSAU 576"
CABLE ADDRESS
"IRONICAL" New York.

P.O. Box. 260.

Ans. Nov. 25/89

New York, Nov 21 1889

Thos. A. Edison Esq
My Dear Sir

I have received the text of Justice Bradleys decision in the Sawyer & Man suit and I want to congratulate you on this just vindication of your rights, especially so as it calls to mind the many years during which we were pulling together in securing your electric light and other patents, one of which is substantially sustained by this decision.

Yours truly
Lemuel W. Serrell

Toy Phono
RICHARD N. DYER.

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated)

NEW YORK, November 23rd, 1889.

Ans. Nov 25/89

Alfred O. Tate Esq.
Orange,
New Jersey.

Dear Sir:-

Sometime ago I spoke to you about an application of Mr.Edison on the new toy phonograph which had been allowed, and you desired me to write the Edison Phonograph Toy Manufacturing Co. with reference to taking out foreign patents on it before the issue of the United States Patent. I have never had any reply to this letter and I suggest that if no foreign patents are to be taken, Mr.Edison ought to have the United States patent issued. There are still about four months however before it is necessary to pay the final fee.

Yours truly,

H. W. Seely

Pa. 4a, 5b

ans Nov 27/89

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York Nov. 25th. 1889

T. A. Edison Esq.,
Dear Sir:-

Welch vs. Edison. Referring to our recent interview, please let me remind you that you were to hunt up and give me the bill which you paid Wiliams, of Boston, about $300., together with any other data which you may have relating to this matter. Probably the party referred to was Charles Williams Jr., then of 115 Court St., Boston, though I am not certain that this was his business title at that time.

Pardon me for impressing on you the importance of prompt and thorough action.

Very truly yours,

S. B. Eaton

El. Lt. - England

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York Nov. 25, 1889. 188

Thomas A. Edison, Esq.,

Dear Sir:

I learn that the Edison Company in England, has commenced a suit on your Feeder Patent in England. Would it not be well for me to communicate with the attorneys, in order to exchange information? If you approve, please send me a letter from yourself to the proper party in London, requesting them to give me full information. I shall then enclose your said letter in one of my own, and thus open correspondence.

Hoping the above will meet your approval, I remain,

Very truly yours,

S. B. Eaton

Flodgrage

Toy Phono

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET,

(Dictated)

NEW YORK, November 26, 1889.

Alfred O. Tate Esq.,
Orange,
N. J.

Ack. Nov. 29/89

Dear Sir;-

Your letter of the 25th inst. received and as requested we enclose you herewith a copy of the letter sent by us to Edison Phonograph Toy Manufacturing Co. Our office copy of the drawing which we sent to them at the time has not yet been returned.

Yours truly,

Dyer & Seely

**[ENCLOSURE]**

Toy Phono

New York, Oct. 19, 1889.

Edison Phonograph Toy Manufacturing Co.

95 Milk Street,

Boston,

Mass.

Gentlemen:-

An application of Mr.Edison for the new toy phonograph invented by him before he went to Europe has been allowed by the Patent Office. It covers a large number of improvements in the construction of the toy machine and Mr.Edison has suggested to us that you may wish to arrange for taking out foreign patents on it before the patent is issued in this country. We have now nearly six months in which to do this but if you wish to do anything in the matter you should proceed at once,so as not to delay the issue of the patent here any longer than is necessary.

We enclose a copy of the claims allowed in this country and also our office copy of the drawing so that you can see what the device is. Please return the tracing when you have examined it.

Yours truly,

Dyer & Seely,

Patents

RICHARD N. DYER. H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET,

( Dictated.)

NEW YORK, Nov. 27th, 1889.

A. O. Tate, Esq.,

Orange,

New Jersey.

Ans. Nov 27/89

Caveat returned Dec. 9/89

Dear Sir:-

We inclose herewith caveat No. 117 for Mr. Edison's signature.

Please have him sign as indicated in pencil, and swear to the oath before a notary public who should affix his seal.

You will also see that the specification is signed by two witnesses.

We are holding Mr. Edison's sketches and description of this caveat until the caveat has been filed, when we will send it to you to complete your records.

Cat. 1441

Yours very truly,

Dyer & Seely

Elite Canada

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not be held liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 11 | In | Pm | 16 Paid 5X |

Received at Orange N.J. 930 Nov 28 188

Dated Montreal Nov 28 Via Ny 28

To A. O. Sate

Enrolled Nov 29/88

Decision rendered in favor of Edison Hooray Merry Thanksgiving tel Edison

M. D. Barr & Co

Patents

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not be held liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 42 | Tel | Pm | 9 Paid |

Received at Orange N.J. Nov 28 188

Dated Greenwich Oct 28

To Thomas A Edison

382 M 7 8 Bus

Canadian decision announced in our favor today merry thanksgiving T. S. Hastings

Patents

To Charles Batchellor Esq

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.
(PATENT BUSINESS EXCLUSIVELY.)

New York, Nov 29 1889

Dear Sir:

Will you please send us tomorrow by messenger the note books left in the bottom right hand drawer of your desk by you Mr. Drysdell.

There will be no X-examination of Mr. Edison.

Yours truly Dyer & Seely

Patents

Cable Address
"Edison, New York"

From the Laboratory
of
Thomas A. Edison.

Subject _____ Orange, N.J. Nov. 30, '89

Received of Thomas A. Edison
Six (6) Experimental Books

viz: # 41 –
# 51 –
# 52 –
# 57 –
# 70 –
# 133 –

Dyer & Seely

Mess Dyer & Seely
40 Wall St
New York

ore milling

RICHARD N. DYER | H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET,

NEW YORK, November 30-1889.

(Dictated)

A. O. Tate Esq.
Orange,
N. J.

Dear Sir:-

We enclose a copy of patent No.348,771,issued Sept. 7-1886 to C. G. Payne on Magnetic Ore Separator,as requested in your letter of the 23rd inst. We had already ordered this copy from the Patent Office before we received your note of the 25th inst.

Yours truly,

Dyer & Seely

Copy of Patent referred to in the milling file under G. G. Payne

Kennelly

RICHARD M. DYER. H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

NO. 40 WALL STREET.

(Dictated)

NEW YORK, December 9th, 1889

Thomas A. Edison Esq.
Orange,
N. J.

Ans. Dec. 10/89

Dear Sir:-

The application for patent which we filed for you on the invention of Mr. Kennelly consisting in heating the plates or the solution or both for an electric light meter has been allowed by the Patent Office with good claims. Do you wish to have the patent issued? If so please advise us and we will pay the final fee Should there be any assignment in this matter from Mr. Kennelly to you ?

We understand from Mr. Kennelly that since this application was filed another new point has arisen ,- that is, to amalgamate the meter plates while they are still hot. If this is a matter of any importance it seems to us an additional patent should be applied for. Please instruct us if you wish us to make an application.

Yours truly,

Kennelly assigns to me individually —

Patents

New York Dec. 12th 1889
1060 Madison ave.

RECEIVED
DEC 13 1889
Ans'd 12/13 189

Mr. Samuel Insull
Dear Sir:—

I wish to dispose of my interest in the Multipolar Marine dynamo, which I assigned to Mr. Edison for a royalty of 1½ per cent. on the selling price. This machine when run at the same temperature and surface speed as the standard Edison dynamos, will weight only one half as much. From some rough figures I have made on a machine for central station work, having the output of an Edison "60" 150000 watts. I get the following results at 180 Revs. 40°C rise of temp. the machine weighs 20000 lbs. and will stand having half load thrown off and on with out moving the brushes or sparking. I will sell my interest in this dynamo for $12,000. Twelve thousand dollars, and would also like to dispose

of my interest in the Unipolar dynamo which I also assigned to Mr. Edison for one per cent. There has never been built one of them, and so I am unable to say exactly what it can do.

Yours very truly

Joshua R. Greene

EGEC

EDISON GENERAL ELECTRIC CO.
44 WALL STREET.

Ans. Dec. 21/89
& Dec. 26/89

New York, Dec. 13, 1889

O. A. Tate, Esq., Private Secretary,
Edison Laboratory,
Orange, N. J.

My Dear Mr. Tate:--

In our suits for the sustaining of U. S. Patent 248,424 covering the combination of the inverted lamp and the reflector, with other elements, it is alleged that the corresponding Italian patent has expired by limitation of term.

Will you kindly give me such information as you have regarding the facts in this case, and oblige,

Yours very truly, S. H. Eaton

General Counsel.

Alex III
Egan [illegible]

Edswan

The Edison and Swan United Electric Light Company.
Limited

TELEGRAPHIC ADDRESSES.
EDISWAN, LONDON.
EDISWAN, PONDERS END.

TELEPHONE No 3146.

100, Victoria Street.
London, S.W. 17th December, 1889

Thomas A. Edison Esq.,
Orange,
N.J. U.S.A.

Dear Mr. Edison,

I beg to acknowledge the receipt of your letter of 27th November together with another from Major Eaton dated December 5th.

I need hardly say that it will afford me very great pleasure to be the means of giving you any information that we have at our disposal with reference to the "Feeder" patent. We are however only in the initial stage and I think we shall best meet your views by sending a copy of Major Eaton's letter to our Solicitors Messrs Ashurst, Morris, Crisp & Co., and asking them to supply me with their views of our present position.

I will write by this mail to Major Eaton in the same sense as I am now writing to you.

I am very hopeful that we shall establish this patent and prove it to be of very considerable value.

T.A.Edison Esq., 2.

(Continuation)

The Edison and Swan United Electric Light Company, Limited.

As I had the pleasure of seeing Major Eaton several times while I was in New York and have had the pleasure of meeting Mr.Lewis several times recently in Paris, they do not need any personal introduction to obtain my good offices. In fact you know that I am always glad to do anything I can to promote your interests in this country.

Trusting that you are well and with best Christmas wishes to Mrs.Edison and yourself,

I remain, Dear Mr.Edison,

Yours very truly,

S. Flood Page.

Fay Phono

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

No. 40 WALL STREET,

NEW YORK, Dec. 17-1889.

A. O. Tate Esq.
Orange,
N.J.

Dear Mr. Tate:-

In the matter of taking foreign patents on the toy phonograph, some of our arrangements are dependent on the precise countries in which the patent is to be taken. If the Toy Phonograph Company has not written you we would take it as a favor if you would stir them up about this matter. Also kindly bear in mind your promise to our Mr. Dyer that you would give us a check on account of the Phonograph Manufacturing Co.

Yours very truly,

Dyer & Seely

T. Edison  Ans. Jan. 5/1890

OFFICES FOR PATENTS,

140 NASSAU ST. (MORSE BUILDING.)

P. O. Box 260.

New York, Dec. 30th 1889

Dear Sir:

It affords me pleasure to inform you that on Dec. 27 1889, your application ~~serial~~ No. 142, for patent for Quadruplex Telegraphs was duly allowed.

The final government fee ($20) is payable at any time within six months from date of allowance. The patent will be printed and delivered about three weeks after this payment is made.

Yours truly,

LEMUEL W. SERRELL.

To Thos A. Edison Esq.

SAMUEL INSULL.

44 WALL STREET,

New York, Dec.30th,1889. 18

r c o k

A.O.Tate Esq.,

Edison's Laboratory,

Orange, New Jersey.

Ack. Jan. 5/1890

Dear Sir:-

I enclose you a copy of a letter I have received from Dyer & Seeley. Please show this letter to Mr.Edison as soon as he returns home. It has a bearing upon Gouraud's claim as to the amount of money he has expended.

Yours truly,

Saml Insull

by Monroe Butler.

Enc.D.

[ENCLOSURE]

( Dictated. )

December 24th 1889.

My dear Mr. Insull:-

We were not able to furnish you the estimate as to what Col. Gouraud has paid on foreign phonograph patents yesterday, since it took the entire day to collect the data even for an approximately correct estimate.

RECEIVED DEC 24 1889 Ans'd ..... /88

We have sent Col. Gouraud papers for seven cases. He has reported to us having taken patents in quite a long list of countries, 22 in number. Our reports from him do not show whether he has filed all the cases in all these countries, but assuming that he has, or that he intends to, we ~~did~~ estimate (taking the cases he has actually reported to us as filed and those in which there has been a sufficient lapse of time to enable him to file the papers) ~~[illegible]~~ that he has incurred an expense of $7715.35. He has not had time yet to file all the cases in all the 22 countries, but the expense of doing so would be approximately $11165.85. The first amount is probably what he has paid, the second is the total he would be called upon to pay. This estimate, if out of the way at all is probably low, but we should say that it is within 20% of the actual amount.

Hoping that this will be in some degree satisfactory, we remain

Yours very truly,

(Signed) Dyer & Seeley

Phono - Germany

(1889-11)

CARL PIEPER

Thomas Alva E d i s o n Esquire

Honored Sir :

Your esteemed Representatives, especially Colonel Gouraud, have intrusted me with your patent applications in Germany. You are surely aware that we have to suffer here under rather peculiar difficulties and they can hardly be explained by way of correspondence. I would therefore offer to shortly report on that subject, if it be of interest to you, and hold myself prepared to follow your kind wishes in regard to such matter.

Most respectfully and obediently

Yours

Carl Pieper

BERLIN S.W. OHEIDEHAUSTR. 109/110.

Patents

LIST OF COUNTRIES IN THE WORLD WHICH GRANT PATENTS.

---ooo---

England
France
Spain
Portugal
Belgium
Germany
Switzerland
Italy
Austria
Russia
Norway
Sweden
Denmark
Turkey x
India
Ceylon
Japan x
New South Wales
Queensland
Victoria
South Australia
Tasmania
New Zealand
Cape of Good Hope

Mexico
Brazil
Argentine Republic
Chili
Canada
Hawaii x
British Guiana x
U. S. Colombia x
Congo Free State
Ecuador x
Finland x
Guatemala
Hong Kong x
Jamaica x
Siberia x
Luxembourg
Natal
Peru
Servia x
Straits Settlements x
Venezuela x

**1889. Phonograph - General (D-89-55)**

This folder contains correspondence about the technical and commercial development of the phonograph. Some of the letters are by Edison's attorney, Sherburne B. Eaton, and relate to Edison's suit against Ezra T. Gilliland and John C. Tomlinson. Also included are letters about musical recording sessions at the West Orange laboratory, correspondence regarding phonograph exhibitions, and requests for information about phonographs and cylinder recordings. Individual letters pertaining to more than one phonograph company are also filed in this folder.

Approximately 80 percent of the documents have been filmed. The following categories of documents have not been filmed: unsolicited correspondence about the Gilliland-Tomlinson affair; routine requests for information about the phonograph; letters of transmittal and other routine business correspondence; duplicate copies of selected documents.

Form No. 1. Exhibition

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This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 4 | Mi | S. | 9 pd |

Received at [illegible] 9 13 Jan 12 1889

Dated New York 12

To A Theo. E. Wangeman Jones 9 18

Edisons Laby

Kindly fetch Phonograph to Beethoven carnival tomorrow Sunday evening

J. M. Ohmeis

Kansas City Jan 13 1889

My dear Tate Ans 12/1/89

The New York World of the 7th or 8th of Jany, Speaks of Mr Edison receiving a lot of Cylinders from England with messages from Mr Gladstone & others and ends the article by saying That Mr Edison has some very nice talking babies at the Laboratory I am particularly anxious to get one of the babies as I told you when I was last at the Laboratory I am also perfectly willing to pay for it. Can you possibly in any way get me one at a fair price if so Kindly let me know and I will advise you where to send

Kansas City Jany 13 1889

Send it.

When I say a fair price I mean that I am willing to pay the retail price or rather what the retail price would be if they were on sale.

If ~~the~~ I am allowed any choice in the matter I prefer the doll that says Mamma Mamma &c. but any kind will do Kindly do this if possible.

And Oblige
Yours
W. S. Logue

phns

Ans. 28/1/89

THE GRAND PACIFIC HOTEL.
DRAKE, PARKER & CO. PROPRIETORS.

Parlor 1.

Chicago, Jan'y 18, 1889

Mr. A. O. Tate,

Laboratory, Orange, N. J.

Dear Tate:

I send by express today two receiving diaphragms which are in bad shape. We have been unable to prevent them from scratching, and I thought I would send them to you and have them either fixed up or have you send us new ones. I would be much indebted if you would return these at the earliest possible moment, because we are badly in need of them. I asked Wangeman to get up a box of new musical cylinders for me and he said he would send them over to 160 Broadway. I telegraphed to Walter Miller over there and instructed him to send them to me at the Grand Pacific Hotel. I have not received them yet. We give an exhibition at the Illinois Club tomorrow night, and I shall be very much embarrassed without them.

I wish to mention to you privately that I notice on the end of all Wangeman's cylinders a peculiar musical trade mark -

THE GRAND PACIFIC HOTEL,
DRAKE, PARKER & CO. PROPRIETORS.

Chicago, _____ 188_

like this: I think that on the end of an operatic selection particularly this musical trade mark is a little out of place.

Yours very truly,

Gilmore

MEMORANDUM. 3541-T.

TO Mr Dr Edison

FROM THE EDISON ELECTRIC LIGHT CO., 16 & 18 BROAD ST.

New York, Jany 18th/89 188

The reporters were after me yesterday & last night. But of course I refused to see them and have given instructions to all about the place to keep their mouths shut. The Tribune brought me a message to the Hotel which I had to answer - which I did as follows "You may quote me as refusing absolutely to say anything in the matter - It is one personal to the Gentlemen themselves - and I am in

MEMORANDUM. 3541-T.

TO

FROM THE EDISON ELECTRIC LIGHT CO., 16 & 18 BROAD ST.

New York, 188

~~No sense the keeper of~~ the personal interest ~~of Either of them~~"

This morning however - I notice the Herald has a very clear & complete a/c of the whole matter - & brings the Light Company in, this will make it difficult for me to avoid saying anything - but I will say no more than that the simple facts are that Mr Tomlinson is no longer our counsel or yours

Yours Mr Ed Johnson

EDWIN M. FOX,
**ATTORNEY AND COUNSELOR-AT-LAW,**
140 NASSAU STREET, (Morse Building.)
NOTARY PUBLIC.

Personal New York, January 18 1889

Dear Mr Edison:

If the story in today's Herald is true, Tomlinson and Gilliland are clearly trustees of the fund they received and you are the cestui que trust.

Now that the facts are public you have nothing to gain by further silence.

If you care to compel them or either of them to make restitution, I am at your service

Truly yours

Edwin M Fox

phono

THE GRAND PACIFIC HOTEL,
DRAKE, PARKER & CO. PROPRIETORS.

Chicago, January 19, 1889

My Dear Tate:—

I do not believe Mr Gould has the qualifications desired. I would not care to have him employed even as a phonograph expert without you first examine him and are aware of his ability to do what he claims he can. I simply know that he is a man of good address and considerable intelligence and that he would like to go to China. I have no interest in the matter however.

I have gotten into a

wager concerning the date of the invention of the Phonograph I have McEdison's N. American Review article but it does not convince the gentleman. He thinks there may be a typographical error I will ask you therefore in order that I may claim the wager (he says phonograph was exhibited in 1875) to give me information desired on the enclosed sheet and return the same to me

We are getting along very nicely with our Chicago Company; we trust to be through in a couple weeks

Yours Very Truly

L. Gillespie

TAE- friends

Bill
Feb 24/89

3909 Locust St.
Philadelphia Jan. 22d 1889

My dear Edison:-

Your letter of the 16th is at hand and I have sent it to the Provost. The proposition made by Col. Gourand seems a fair one and I have little doubt but that it will be acceptable to our authorities. I will let you know as soon as I hear from them.

You were kind enough to say the last time I saw you that you would loan me a phonograph for exhibition to some of my friends here. I have just received a letter from Prof. Remsen of Baltimore asking if I would come down and give a talk to the Club on the phonograph on February 8th. And Mrs Draper would like to invite a small company to her house this month or early in February to see the phonograph, provided I can obtain one for the purpose. Of course we all desire to show the instrument to our friends before it becomes common & is on the market everywhere. So I write to ask if you can loan me a specially good phonograph pretty soon. And would it not be a good idea for me to come over to the Orange factory some day next week and familiarize myself with the instrument sufficiently to enable me to make a success in exhibiting it?

The Salem bill is all right. The check was received

last spring and an error was made in crediting it. The second bill was therefore a mistake.

Very truly yours
George F. Parker.

The Evening Post,
NEW YORK,
EDITORIAL ROOMS.

Jan. 24 – 89.

Ans. 30/1/89

My dear Mr. Edison: You will see in the Atlantic Monthly which ought to be out today an article of mine on the phonograph. There is an error in giving the date of the first patent which I discovered too late to correct. I will set the matter right in another magazine article I am now writing, and if you have a copy of the original patent that you can lend me for a few days, I should be obliged; or if you can

give me the number, I will send to Washington for it.

I am still waiting anxiously for my phonograph. When it is ready will you kindly have it sent to my house, No. 202 West 74th Street, as I don't want the boys to play with it.

Very sincerely,

P. G. Hubert, Jr.

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

Law Offices

120 Broadway (EQUITABLE BUILDING)

New York Jan. 25th. 1889

T. A. Edison, Esq.,

Dear Sir:-

At Mr. Auerbach's request, an interview took place at my office today between him, Lippincott, Bush, Lewis and myself. Auerbach says Tomlinson is an utterly ruined man in this community, and wanted to know if something could not be done to give him back his charactor. I told Auerbach that Tomlinson had your money, and that the first thing for Tomlinson to do was to give it back to you. Auerbach intimates that perhaps he will advise Tomlinson to hand over the money. Lewis and I were very careful not to give away any part of our case. We answered no questions. If Auerbach or Tomlinson calls on you, perhaps it would be well for you to refer them to me. However, of course you will use your own best judgment about that.

If Tomlinson thinks he can beat us at law, he will fight. If he thinks we can beat him, he will call on you and give you the money. Nevertheless we cannot take the risk of giving them any of the facts of our case.

Sincerely yours,

S. B. Eaton

Tomlinson - William J

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS
S.B. EATON,
EUGENE H. LEWIS

New York Jan. 26th. 1889

Ans. 30/1/89.

My Dear Sir:

Replying to your favor of yesterday, please let me say that the reason why I have not sent you the draft of the Resolution, is that I have applied to Mr. Tomlinson to know if he has the original agreement, and am waiting for his answer. Mr. Insull assures me that the agreement was executed, consequently I decided to write a note to Mr. Tomlinson about it. If I do not get track of any orginal contract in this way, I will then send ypu the Resolution. Hoping this will be satisfactory, I remain,

Very truly yours,

S. B. Eaton

To

Mr. A. O. Tate, Private Sec'ty

Phono

PORTLAND & WILLAMETTE VALLEY RAILWAY CO.

Ans Feb 11/89

Portland, Jany 26th 1889

Mr Thomas A. Edison,
Orange N.J.

My Dear Sir —

About one Year Since I Commenced Correspondence with You regarding the Phonograph — at which time You gave me assurance that I should have the handling of this Territory through Your Genl Agent McLaughlin — after the Sale was made to the North American Co, Your Genl Agent Gilliland wrote me the Condition of affairs and that the N.A. Co would Carry out all Your arrangements and for me to Correspond with Mr Sabin at San Francisco as he would Carry out Your desires and that I was to have Oregon and Possibly Washington Terry — Mr McLaughlin

PORTLAND & WILLAMETTE VALLEY RAILWAY CO.

.....188

assured me same thing - also same assurance from Mr Sabin. Mr. Sabin has now arranged with Mr W. B. King & H. Thatcher and A R. Strong of this City to organize, which they have done, this leaves me and my friends in the lurch after spending about nine months in working up capital to handle and organize to do your desire to handle this business -

Mr Sabin wrote me Jany 23rd 1889 that Mr Thatcher would leave San Francisco for Portland and that I would be fully advised of the manner of organization and that I waste assist in same I am left out entirely - and it places me in an awkward shape with my friends -

PORTLAND & WILLAMETTE VALLEY RAILWAY CO.

.....188

is this the correct thing and
am I to be left entirely out
awaiting your reply
I am Yours Truly
J. N. Gordyce

Phono exhibition

Form No. 41.

# NIGHT MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

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This is an UNREPEATED NIGHT MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 9 | Vd | ab | 24 paid nite |

Received at ORANGE, N. J. 730 2/2 1889

Dated Philada Pa 1

To Thos A Edison Orange N J

Experiment of transmitter from New York phonograph and recording on Philadelphia phonograph and reproducing a success will try through Edison transmitter & motograph receiver tomorrow

W. J. Hammer

Ans Feb 8/89

New York, February 5, 1889.

My dear Mr Tate:

Will you please let me know when you are to have the next experiments with the Phonograph and musical instruments, as I should like to run out to the laboratory and be present.

I hope, also, that I will get that phonograph some day. I need it every hour.

Very truly yours,

P. G. Hubert Jr.

202 West 74th St.

To Lawson

MEMORANDUM.

3344-T.

TO My Dr Tate -

FROM THE
EDISON ELECTRIC LIGHT CO.,
16 & 18 BROAD ST.

New York, 2/6/89. 188

I am without anything from the Laboratory - Miller told me that Lippincott said a young man Frank Osborne - at the Laboratory could rig up another machine & come to me tomorrow - says Lippincott said Tell Edison to charge the machine to him - Lippincott told me this morning that I could keep the present one as long as I wanted it - but it now goes with

MEMORANDUM.

3344-T.

TO

FROM THE
EDISON ELECTRIC LIGHT CO.,
16 & 18 BROAD ST.

New York, 188

Miller - Will you therefore ask the Old man if he will put young Osborne on another & let him come to me? I am all rigged for some nice experimental work & expect to make a sensation with it for Sundays Papers. Mr DEpew visited me 2 times yesterday & is intensely interested in the whole thing - He brings in just the sort of people Lippincott

Needs to see it - I expect him tonight with some of the Vanderbilts & I shall have to show him only an imperfect instrument not well handled

Yours Mg

E H Johnson

Phono - exhibitions

MM
Feb 13/89

East Orange,
Feb. 7th 1889.

Mr. Edison,
Dear Sir,

At a meeting of the Ladies' Aid Society of Calvary M. E. Church, held Feb. 6th, a vote of thanks was passed to be extended to you, for your great kindness in consenting to exhibit the phonograph in connection with stereopticon views.

Please accept their sincere thanks, and let me assure you

the ladies fully appreciate your kindness.

Sincerely,

J. C. McIntyre,

Sec.

T.A.E. - Friends

Ans. 14/2/89.

25th March

3909 Locust St.
Philadelphia Feb. 12. 1889

My dear Edison: -

Professor Remsen has postponed the talk I was to give in Baltimore on the phonograph and would like to know what day he can fix for the lecture. Mr Draper also has asked me what day she can come upon to show the phonograph at her house. In your letter of Jan 24th you said in a couple of weeks you would have a plenty. So I write now to say that I do not want to bother you unduly and certainly do not expect you to loan me your own instruments; but if you can say exactly when I can have a phonograph for the above purposes, I should be greatly obliged.

With the best wishes, believe me

Cordially yours
George F. Barker.

Form No. 1. Lab. Western

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THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 45 | Ui | Lab | 8 paid forced #28 Mr Wange |

Received at ORANGE, N. J. 4/16 2/16 1889

Dated New York 16

To Mr Wangermann
c/o Edisons Laby

Sunday impossible for quartette
any other day Convenient
L. M. Ruben

Exhibition plan

70 Walnut St,
East Orange
Feb 1st 1889.

Mr. A. O Sale
Dear Sir

Your letter of the 1st instant received.

The exhibition I referred to, is to be held this evening, Feb. 1st, in Commonwealth Hall, East Orange, under the auspices of the Ladies' Aid Society of Calvary M. E. Church.

The committee in charge have instructed me to say, that

Mr. Kennedy and Mr. Hammer have been interviewed on this subject, Mr. Edison having introduced both gentlemen to them.

All the arrangements have been made through Mr. Edison directly with Mr. Edison.

I have written these details fearing there may have been some misunderstanding in the matter.

Sincerely
J. C. McGuire,
Sec.

GEORGE W. BIDDLE,
A. SYDNEY BIDDLE,
HENRY GALBRAITH WARD,
J. RODMAN PAUL,
JOHN J. WILKINSON.

TELEPHONE No. 1144.

[NEW YORK OFFICE, 115 BROADWAY.]

ans. 28/2/89.

BIDDLE & WARD,
COUNSELLORS AT LAW,
308 SOUTH FIFTH STREET.
PHILADELPHIA, Feby. 18th 1889.

Dear Sir:-

My friend, Professor George F. Barker, told me a few days ago that you expected your phonograph would soon be perfected, and I write to ask you whether you have made any arrangement with any individual or company for the manufacture, distribution, or sale of this instrument in the State of Pennsylvania. If you have not made any such final arrangement, I should be glad to know what your ideas are, as several friends of mine who are among our most active and energetic business men might, I think, like to form a company to introduce this invention when perfected.

When you answer me please let me know when the invention will be mechanically perfected so as to be capable of useful introduction among business men.

You may recall that our firm represented you in the case of E. H. Wilson & Co. vs. Thomas A. Edison.

Yours respectfully

A. Sydney Biddle

Thomas A. Edison Esq.
Menlo Park,
New Jersey.

THE BATES MANUFACTURING COMPANY,

NEW YORK.

OFFICE, 42 WEST 23D STREET.

Feb'y 19th, 1889.

AWT Feb 21/89

A. O. Tate, Esqr.

Care of Thomas A. Edison, Esqr.

East Orange, N. J.

My dear sir:-

I am desirous of procuring a Phonograph and have applied for one at the Phonograph Company's office on 5th Avenue, near 28th Street, this city, but am informed that I cannot be supplied with a machine for a month.

I understand that they have discriminated in some instances, supplying certain applicants with machines at once. If possible, will you kindly suggest some way of hastening the fulfilment of my application?

Yours very truly,

Edwin G. Bates

Is Doppler connected with this concern?

[illegible]

THE EDISON LAMP CO.,

Harrison, N. J., Feb 19 1889

N.O. Pale Secty
Orange N.J.

ans Feb 21/89

Dear Sir

A lodge of which I am a member is going to give an entertainment in the Y. M. C. A. rooms the latter part of Mch or the first of Apr. and as one of the committee I would like to know if it is possible for us to secure the use of a Phonograph, together with an expert to operate it and to give a short lecture, the whole to occupy about an hour, or an hour and a half. an early reply will enable

THE EDISON LAMP CO.,

Harrison, N. J., 188

me to make a report at our next meeting, and very much oblige me.

Yours truly

Chas. H. Hoeley

Phono Ideas

Ans Mch 27/89

Concepcion, Chile,
Feb. 20. 1889.

Mr. T. A. Edison,
Orange, N. J.

Dear Sir:-

I have an idea in regard to the Phonograph which it may suit you to investigate.

Prepare an endless tape covered with wax or other substance now used as the receiving medium, very much like the old Morse register tapes. Wind this on a very large reel to avoid creasing, & between each turn run a second tape of oiled tissue paper to prevent sticking. Pass the tape over the cylinder & in place of one indenting stylus on the diaphragm use two or more. Thus you get a copy at once, & if the tape be perforated in the centre the copies are easily separated. Of course I understand the difficulties of preparing the tape, properly guiding it, &c.,

but I think you can overcome all these "bugs" & get a record in more portable form than at present. I should try a diaphragm like this, for 2 points:

In which A A are the points of suspension & B B the stylus.

All this may be old & N. G. But as I have not yet seen the new instrument, these points occur to me; in fact I dreamed the whole business, & if not tried I hope you will experiment. If it turns out all right, all I ask of you is to cable me as follows:

"Stewart, Concepcion Chile. Successful."

all the rest belongs to you but don't fail to let Col. G. close his contract with me at once, & send an instrument.

Yours, as ever,
Will Stewart.

Phono-exhibition

CHARLES B. SMITH,
WHOLESALE DRUGGIST,
861 BROAD ST.

Ans. 22/2/89

NEWARK, N. J., Feby 26 1889

T. A. Edison Esq.

Dear Sir,

Mr John W. Hyatt & myself will take the liberty of calling at your laboratory on Saturday 23d Inst about Pocklingtons with the hope of making some arrangement for exhibiting your wonderful Phonograph at an early date, in the Church of the Redeemer. I had the great gratifying time of hearing it "talk" at "Lommonwealth Hall" last monday Evening —

Yours

C. B. Smith

FERRACUTE MACHINE COMPANY

PRESSES, DIES AND SHEET METAL TOOLS

OBERLIN SMITH, PRESIDENT

Bridgeton, New Jersey, U.S.A. Feb. 26th. 189

Answering Yours of 21st.

My Dear Sir:-

Your letter received. I do not care particularly about the copy of the phonograph article I sent you, unless you were going to destroy it, in which case you may re-mail to me. If however, you would like to put it upon file please retain it.

I should be glad if Mr. Edison would give a few moments attention to the salient points of this article, as it explains definitely the matter about which I was talking to him last Wednesday upon the occasion of our delightful visit to the laboratory. Mr. Edison then expressed to me the opinion that there might be something in my scheme of the magnetic cord or wire (as a medium of record) as pertaining to music, but very likely not in articulate speech. Will you kindly recall to him the conversation and see if he is willing at some future time to take up the matter and see if there is anything in it? With regards to Mr. Edison, I am

Faithfully yours,

Oberlin Smith.

Mr. A. O. Tate.

[ATTACHMENT]



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E. L. POWERS, Manager.

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**The Editor of The Electrical World, New York.**

**Subscriptions** and communications relating to **Advertising** or the

**A Parisian Electric Railway.** So long as the London underground railway, with its use of steam and its stifling fumes, was all that could be expected in subterranean passenger traffic, it was hopeless to attempts to get other cities to adopt the system. Here in New York we resorted to the overhead lines, which are little better, for while the patrons of the road travel in open air, the people who live along the track, in the various avenues, have to submit to dust, smell and noise that are well nigh unendurable. Now, however, that electricity has demonstrated what it can do, the engineering mind reverts to underground projects, not only for New York, but for Philadelphia and Chicago. In due time some of these promising schemes will be carried out. Our English correspondent made note in his interesting letters recently of the plan now being urged in Paris for an electrical underground road there. The details are said to have been skillfully worked out, but, as usual, the municipal authorities are the stumbling block.

**Phonograph Records.** A SHORT while ago we published an able article by Professor Houston, in which he suggested a number of possible methods for obtaining phonographic records and reproducing them. That the subject has already been considered by not a few is shown in the article printed elsewhere, in which the author, Mr. Oberlin Smith, publishes the conceptions arrived at by him some time since. Some of these have already been suggested by others, and some are of such a nature that, as pointed out by the writer himself, it seems problematical whether they can be reduced to actual practice. Especially is this the case in that method in which it is proposed to use magnetic particles, or a magnetic ribbon, as receivers of magnetic intensity varied by the varying strength of electric currents induced by the voice of the speaker. The electrical method suggested seems probably the most promising of those mentioned by the writer. But it may be asked whether its employment will effect a gain, either in the distinctness or in the loudness of articulation of phonographs already in use, for unless such be the case the advantage is not apparent.

Publications



[ATTACHMENT]

## Some Possible Forms of Phonograph.

BY OBERLIN SMITH.

There being nowadays throughout the scientific world great activity of thought regarding listening and talking machines, the readers of THE ELECTRICAL WORLD may be interested in a description of two or three possible methods of making a phonograph which the writer contrived some years ago, but which were laid aside and never brought to completion on account of a press of other work.

One of these methods is rudely shown in Figs. 1, 2 and 3, the construction and operation being as follows: *A* is a mouth piece and diaphragm, with spring and indenting needle, as in the Edison machine. *B* is a reel, carrying a thin ribbon *E* of iron, steel or other substance capable of being temporarily softened by heat. This ribbon is unwound from *B* and wound on to another reel *C*, which is revolved slowly by clock work or other means. *D* is a supporting roller (or stationary bar) with a flat groove the width of the ribbon *E*, and having a V-groove in the bottom of it for the needle to descend into, as seen in Fig. 2. *F* is a heating lamp, which, of course, must be protected from draughts, etc. All this is the recording apparatus or transmitter. The ribbon *E* being short at the point where, for the time being, it is hot, receives the indentations as easily as the tin-foil, or more so. It cools by the time it gets to reel *C*, and is then much harder and more durable than tin foil. The same apparatus can be used for the "talker," as in Edison's machine, but advantage may be taken of having the indented ribbon made of a hard substance by using a special talking diaphragm *G*, Fig. 3, which will augment the vibrations in amplitude by means of a lever *H*, the ribbon *E* being hard enough not to lose its form by the increased pressure due to the leverage, as tin-foil would do.

The probable advantages of this form of apparatus are: 1. The loudness of voice produced by the increased amplitude of vibration. 2. The simplicity and cheapness of the whole machine—requiring no accuracy in "registering" devices beyond having the groove in roller *D* to about fit the width of ribbon *E*. 3. The cheap material of which the ribbon may be made. 4. Durability of ribbon, even with oft-repeated use. 5. Convenience and freedom from injury in handling and transporting the ribbon-record when wound upon spools like thread. This ribbon would, if of iron or steel, probably be about $\frac{1}{20}$ inch wide and $\frac{1}{200}$ inch thick.

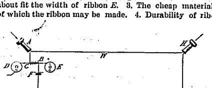



FIG. 6.

Its disadvantages, possibly fatal ones, would be the difficulty of evenly heating the metal ribbon and the probable rasping noise which would occur in the diaphragm when the sound was reproduced. A modified and somewhat simpler form of the above process might be employed by using an ordinary wire instead of the ribbon *E*, and allowing a chisel-shaped needle to indent it into a flattened and somewhat widened form, wherever it was struck.

The above two methods are, of course, wholly mechanical, as in the ordinary phonograph. The following proposed apparatus is, however, *purely electrical*, and is, as far as known to the writer, the only one fulfilling such conditions that has been suggested. Fig. 4 is the recording part of an electrical phonograph. Fig. 5 is the talking part of the same. Many of the pieces, as *D, E, B, C*, etc., can be the same ones as are used in Fig. 4. Fig. 6 shows the same ideas applied to a telephone line wire, so as to speak at a distance and at the same time record what is said, thus making a *recording telephone*. The sketches show only the essential parts, without the supporting framework, etc.

In Fig. 4 the voice or other sound is delivered into an ordinary telephone *A*. Preferably, this should be a carbon transmitter so as to have a battery *F* in the circuit, and thus use as strong a current as practicable. Possibly, however, a Bell telephone without a battery would answer the purpose. In either case the current, broken into waves of varying lengths and intensities corresponding with the vibrations of the diaphragm in the telephone, passes in its circuit through the helix *B*, converting into a permanent magnet any piece of hardened steel which may be at the time within the helix. Through this helix *B* passes a cord, string, thread, ribbon, chain or wire *C*, made wholly or partly of hardened steel, and kept in motion by being wound on to the reel *E* from off the reel *D*, *E* being revolved by hand, clock-work or other means. *J* is a tension spring or brake pressing against *D* to keep the cord *C* taut.

When in operation with the undulatory current from the telephone *A* passing through the helix, the cord *C* becomes, so to speak, a series of short magnets grouped into alternate swellings and attenuations of magnetism. The actual lengths of these groups depends upon the speed of their motion, but their *relative lengths* depend upon the *relative lengths* of the sound wave; and their *relative intensities* depend upon the *relative amplitudes* of these waves. The cord *C* therefore contains a perfect record of the sound, far more delicate than the indentations in the tin-foil of the mechanical phonograph. The probable construction of *C* would be a cotton, silk or other thread, among whose fibres would be spun (or otherwise mixed) *hard steel* dust, or short clippings of very fine steel wire, hardened. Each piece would, of course, become a complete magnet. Other forms of *C* might be a brass, lead or other wire or ribbon through which the steel dust was mixed in melting—being hardened afterwards in the case of brass or any metal with a high

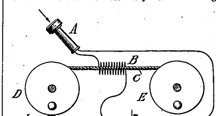



FIG. 4.

melting point. Another (but too expensive) form of *C* would be a chain with each link a magnet; or, if the magnets affected each other too much when in contact, each alternate link could be of non-magnetic material. This chain would not be as delicate as the dust magnets, because the effects of a given vibration might extend but part way along a link. Another imaginable form of *C* would be simply a hard steel wire, but it is scarcely possible that it would divide itself up properly into a number of short magnets. The magnetic influence would probably be distributed along the wire in a most totally depraved way, with nodal points just where they were not wanted. If it could be made to work it would obviously be the simplest thing yet suggested.

The cotton thread above mentioned would seem to be preferable to anything else on account of its cheapness, lightness and flexibility. The Lord's Prayer could be written upon a few feet of thread or string, while a young lady receiving a small spool of cotton from her lover would think herself abominably neglected if it was not "warranted 200 yards long."

In Fig. 6 the arrangement is precisely the same as in Fig. 4, except that the circuit is made through the telegraph wire *W* and the receiving telephone *H* in Boston or some other distant place. Of course the record might be made at the receiving instead of the transmitting end of the line, and thus our hypothetical young lady might, while listening to the impassioned pleadings of her chosen young man, be preparing the evidence for a future breach-of-promise suit.

To make the thread or cord *C* "talk back" it is, after having been rewound on to reel *D* again drawn through a helix *B*, Fig. 5, in whose circuit is the "talking" telephone *A*, probably a Bell receiver. Of course it is drawn through at approximately the same speed as before. In passing, the small permanent magnets in the cord *C* induce currents of electricity in their enveloping helix analogous to the currents in the field of a magneto-electric machine, or a dynamo with permanent magnets in its

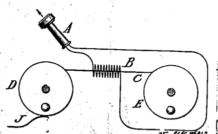



FIG. 5.

armature. A more exact analogy would, however, be the currents in the helix of a solenoid if its ordinary action were reversed, and its core made a permanent magnet. These waves of current will correspond in length and relative intensity with the original wave currents, and will therefore reproduce the vibrations of the original sound in the diaphragm of the telephone at any time in the future. If such induced currents are not strong enough to produce sufficiently loud sounds it may be possible to insert at *X*, Fig. 5, some intensifying apparatus, such as a battery, but which has not yet been thought out.

Like the two mechanical methods first mentioned, this electrical method has never been worked out to completion. The writer went far enough with it to build a temporary apparatus and to develop a successful machine for spinning metallic dust into a cotton cord, but was obliged to lay aside the whole thing before arriving at any *acoustic* results. His experiments showed that it was difficult, with ordinary tools, to harden steel filings on account of excessive oxidation. Experiments with hardened steel wire, broken in a special machine into very short pieces, showed that they must not be too short—say not less than three or four times their diameter—or they could not be saturated with magnetism to any appreciable degree. Possibly this is because the poles (or points of maximum polarity) of a magnet lie at some distance from the ends of the bar, and consequently neutralize each other when the bar is too short. If this theory is correct it would prevent making magnets of steel dust, the grains of which are supposed to be about as broad as they are long.

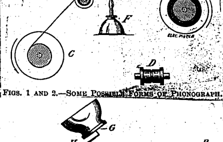
To digress a little, it may be remarked that such a theory does not seem to agree with the fact of a magnetic polarity in approximately spherical or cubical bodies, like the earth, or a chunk of loadstone. Possibly, however, they would be much stronger magnets if elongated; and the tiny pieces of wire above referred to, may possess as much strength in proportion, though it be scarcely perceptible on account of their smallness.

The writer confesses to a good deal of ignorance upon the subject, but he was somewhat surprised to find an equal amount in several well known electricians whom he consulted; and also to find that none of the books he had at hand gave any definite data regarding the best proportions for permanent magnets or their actual strength (when saturated) in pulling power. Surely, there is in this department of electrical science a good sized (magnetic) field for a number of lines of force—mental ones—to work in, in the way of careful experimenting.

To return to our magnetized cord as a "phonogram," it is possible that an insuperable objection to it would be found in the great diameter and length which would be required to hold magnets of sufficient strength and quantity. This, however, can be determined by experiment only. Of course if this cord approached a clothes line rather than a piece of sewing silk, in its general proportions it would be utterly useless as a practical recording medium. Regarding the general convenience of a record in a cord or ribbon-like form compared with one indented upon a cylinder or a flat circular tablet, there are probably advantages on both sides. One disadvantage of the cord is that if some small portion of the record near the middle has to be repeated there is a good deal of unwinding to do to get at it. The same objection, if it be one, applies to the first-mentioned methods, as well as the magnetic cord. In practice, however, it might prove that this unwinding was a small matter, if a rapidly-working automatic winder were used.

Another general principle which may perhaps be adopted for a phonograph is that of *variable conductivity*. Possibly a cord or ribbon may be made of a poor conductor (perhaps a flexible substance impregnated with carbon), and may then be made better and worse in certain spots by the action of the "transmitting" instrument, either by making spots of the cord denser or thinner, in some way, at the inward stroke of the diaphragm. This recording action would probably be entirely mechanical. The reproducing, on the contrary, would be wholly electrical, and would consist of passing a current through a conductor which was broken by a space filled by the cross-section of the moving record. This current would pass through a receiving telephone and would, obviously, be thrown into the proper undulations of strength by the varying conductivity of the cord, as it passed along by the motion of its reels.

The writer has not worked out the details of this latter scheme as completely as in the others mentioned—even upon paper. He has not the time, to say nothing of a properly equipped laboratory, to carry the ideas suggested to their logical conclusion of success or failure, and, therefore, makes them public, hoping that some of the numerous experimenters now working in this field may find in them a germ of good from which something useful may grow. Should this be the case, he will doubtless get due credit for his share in the matter; but if, on the other hand, these suggestions prove worthless, they will still have served a purpose, on the principle that a demonstration of what *can't* be done is often a pertinent hint as to what *can* be.




FIGS. 1 AND 2.—SOME POSSIBLE FORMS OF PHONOGRAPH.

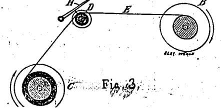



Fig. 3.

B, Fig 5 should of course be very short—say one convolution. Probably a better way would be to let C pull over a V shaped pole (or between two such) of an electro magnet with B for its helix.

O. S.

Dictated. Exhibitions

Mills Building.

New York, Febr. 27 1889

Dear Mr. Edison: Ans. 28/2/89

Have you any objection to my sending a gratification to your Assistant, who exhibited the phonograph at our party?

Yours truly,

H. Villard
pbr.

Thomas Whitehead

Windy Knowe
1 March '89

Mr Edison -

Dear Sir

The ladies of the Good Shepherd Aid Association wish me to send you their most sincere thanks for the phonograph you so kindly sent to the Rainbow Bazaar -

It was one of its attractions & helped to make the Fair the success it certainly

mas -

Again thanking you very much - I am

Sincerely yours

Alice Broome

Secretary -

Food Physical Aid Association

---

To

Thomas A. Edison Esq -

Orange -

N. J. -

Form No. 1. Pianist - artist

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | | CHECK |
|---|---|---|---|---|
| 39 | Zi | ab | 9 paid | found G. Wangerman 5.19 |

Received at ORANGE, N. J. 510 3/1 1889

Dated Newyork!

To Prof. Wangemann

Edisons Laby

Will call tomorrow morning with Fannie Bloomfield the pianist

L M Ruben

Form No. 1. (Phone artist?)

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | | CHECK |
|---|---|---|---|---|
| 17 | Mi | ab | 13 paid | found G. Miller 11.42 |

Received at ORANGE, N. J. 1118 3/7 1889

Dated Newyork 7

To Professor Wangermann

Edisons Laboratory

My little Child being very ill suddenly impossible to come regret exceedingly compliments

Madam Fursch Madi

Wm. M. CLARKE,
INVESTMENTS, BONDS,
60 BROADWAY,
ROOM 212.

New York, Mar. 8 1889

Mr. C. O. Tate

Ans. 15/8/89.

My dear sir:

I tried to telephone you this morning in regard to Edison Phonograph Jay Co. stock. I am told that some of the stock is held by some of the boys about the Laboratory and I would like to have them fix a price upon it as I may be able to sell it. Will you please telephone me to-morrow morning (as early as possible since it is a half holiday) stating quantity and price. We can probably make a trade by telephone but I am not authorized now to make a bid. Better get their offers in writing so that you can be safe in making me a firm offer. You may reach me by telephone at "New 100" (Office of H. L. Horton & Co. 56 Broadway) Ask for me or for Mr. Morris.

Perhaps you don't know who I am

Wm. M. CLARKE,
INVESTMENTS, BONDS,
60 BROADWAY,
ROOM 212.

New York, ..... 188

You used to meet me at the Laboratory last spring when I went there nearly every day to look up the phonograph. You have also met me at the Electric Club several times and at the Hoffman.

I want to buy some Metropolitan Phonograph stock also for which I can offer 34 today.

Very Truly Yours

Wm M. Clarke.

TAE

Specially Adapted for

Planing Mills.
Carpenter, Sash, Door and Blind Work.
Furniture, Chair and Bracket Factories.
Car, Railway and Agricultural Works.
Buggy, Carriage and Wagon Builders.
Spoke, Wheel and Handle Factories.
And General Wood Workers.

Band Scroll Saws.
Band Resaws and Band Saw Mills.
CABLE ADDRESS, "Egan, Cincinnati."

THE EGAN CO[illegible]

— MANUFACTURERS OF —

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**Wood Working Machinery,**

PATENT HANGERS, SHAFTING, PULLEYS AND COUPLINGS.

Our Great Claims to Superiority are the Convenience and Durability of all our Machines, and Excellence of Workmanship.

232, 234, 236, 238, 240, 242, 244, 246, 248 and 250 W. Front St.

Cincinnati, O., U. S. A. Mch 16th 89

Thomas A. Edison, Esq.
Dear Sir.

Knowing the particulars of the late phonograph deal I can say something that may or may not be of some interest to you. The writer Jon Knew has been a friend of and at one time associated with Mr E. T. Gilliland for the past twenty years and of course am well acquainted with his history, his downs and ups. During that time I had occasion to observe certain traits which are at the present time causing silence on his part. We must admit that Gilliland made the Phonograph occupy a position whereby it became a valuable property to some and was sought for as a means to give value to something which did not have appearance of probable worth. That he brought the Phonograph to a plane of publicity thereby giving it a value we also admit - understand me I do not lose sight of the mechanical and inventive features these honors are yours and deserved too - but I look at merely the fact that Gilliland

Specially Adapted for all

Planing Mills,
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Cincinnati, O., U. S. A.

(5) did bring out the Phonograph whereby it could be sold to a big profit. As to the deal I will not say anything here respecting it - You have your share - Gilliland his - but you are not friends. You have been intimate and should be again. Not that I say you can't get along without him. You can; but I do say you can get along with him better for many reasons than any one else. You have other inventions to put on the market - where is the man that can do it better? You know him and you know his worth. It is worth to you in a money sense in the future more than you and he got out of the Phonograph. At one time you could have arranged matters entirely satisfactory to you, but instead you took advice which immediately closed Mr G's mouth and brought about the estrangement which now exists. It was unfortunate for you and to him that this was done. He will not now take the initiative but it might be brought around thro' me provided however it is agreeable to you. You had best be friends - In one sense the public demands it and in another the public

Specially Adapted for

[illegible]g Mills.
Carpenter, Sash, Door and Blind Work.
Furniture, Chair and Bracket Factories.
Car, Railway and Agricultural Works.
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Cincinnati. O., U. S. A.

(3)

Cards for it anyhow. Together you made one of the most remarkable transactions of the times and during the progress of affairs money had to be raised, who raised it? Admitting that he is independent and that you are too - I will undertake to be the medium whereby a reconciliation can take place. Mrs. goes to Europe ere long, I will say that I have had no communication whatever on this subject with Mrs. and merely suggest the idea to you and I assure it is possible. What say you? Do not exact too much - do not ask beyond reason and by all means do not forget that you were once fast friends, you should be friends again and good friends. You will need him and his knowledge of affairs has made him in a financial sense a very strong man. - a stronger man than any you have around about you, the man succeeds - and "success always succeeds". I have been one of your stout friends for years and am now and it is my strongest desire that you come together again - so I propose with your consent to bring the matter about in as easy a manner as possible. You

Specially Adapted for

Planing Mills,
Carpenter, Sash, Door and Blind Work.
Furniture, Chair and Bracket Factories.
Car, Railway and Agricultural Works.
Buggy, Carriage and Wagon Builders.
Spoke, Wheel and Handle Factories.
And General Wood Workers.

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Our Great Claims to Superiority are the Convenience and Durability of all our Machines, and Excellence of Workmanship.

Cincinnati, O., U. S. A.

(4)

will remember me in connection with the Western Electric Co. of Chicago and the Gilliland Electric Co Indianapolis. I am in earnest in this matter for I believe it will be of paramount interest to both. This I know that the success of the Phonograph will bring to you in this inventions opportunity to do so well if not better. In closing Mr Edison I will say that this effort or proposition is my own idea and unknown to any of the Gillilands if you do not approve of it say so - if you do I will observe secrecy absolute until absolved. In any case it will not become public in any way. Trusting I will have the pleasure of hearing from you by return of mail I remain

Yours truly

James T. Brown

Address me
c/o The Egan Co
Cincinnati, Ohio

EDWIN M. FOX,
ATTORNEY AND COUNSELOR AT LAW.
NOTARY PUBLIC.

140 NASSAU STREET

New York, March 19th 1889 188

A.O.Tate Esq,

Secty Orange N.J.

Ans. 22/3/89

Dear Sir;

Please advise me whether application for rights and licenses under the phonographic patents as the same are applica ble to clocks must be made to Mr Edison or whether he has parted with the same. If he is open to entertain a proposition a client of mine of means will I think make him a cash proposition relative to the same.

Truly Yours

Edwin M. Fox

Phone

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J. Mch 22/1889

Dear Tales:

I have been around all the afternoon and I am sorry to have missed you. I must say the results on the Phonograph today are far beyond anything I ever heard.

Yours truly

[illegible]

MICHIGAN AVENUE,
Bet. Madison and Monroe Sts.
CHICAGO.

CYCLORAMA
OF THE
MERRIMAC AND MONITOR
NAVAL BATTLE.

O. D. BOND,
Manager.

Ans. 6/4/89

April 2 1889

Prof Thomas A Edison

Dear Sir. I have been desirous for years to produce the sounds of battle in the several panoramas I am interested in.

Have experimented a great deal with the Johnson Bros of Edison to New York with your well pronounced.

It did not produce sounds loud enough and was to uncertain. Have done the same thing here with your last invention But what Earl Ramon has promised me is a machine that will throw the sounds out in a room. But he has been sick and not been able to attend to business for some time past. If anything can be done in the matter it must be now as the season opens.

I can produce the sounds by

various instruments very easily, but they are to loud, harsh, and freighten people. I want these sounds to be combined in one instrument and mingled pCo. The phonographic gives the distinct sound that is necessary.

If this idea can be carried out it will open a new field for your invention and give it great publicity

Please let me hear from you

Yours Ty

A. T. Andreas

ans
apl 8 89

NATIONAL SPRING MOTOR
AND
MANUFACTURING CO.
DIESTON'S BUILDING
FRONT & LAUREL STREETS

J. B.
JOHN B. POWELL.
[illegible]

Philadelphia April 5th 1889

T. A. Edison Esq

Would like to see one

Dear Sir

I am making a Spring Motor for Sewing Machines to have understood that a power of this kind could be used to run the Phonograph. The power is uniform, and will rotate the cylinder, at a regular speed, until it requires rewinding, it is very compact, and cheap. It is the only motor that has met the approval of the S.M. people. If you think that it could be used to advantage by you, I will get one up ~~for you~~ at my expense

Yours truly
John B. Powell
620 N 8th St
Philada

The case will be 10 x 14 inches

Gilliland - Tomlinson

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.S. EATON,
EUGENE H. LEWIS

New York April 8th. 1889

ack 12/4/89

T.A.Edison Esq.,
Dear Sir:

Referring to our agreement with Mr.Lippincott not to bring suit against Messrs. Gilliland and Tomlinson for six months,I beg to say that the time expired on the 5th. inst.,three days ago. So far as Mr.Lippincott is concerned,there is nothing to prevent our commencing suit now. Awaiting your further instructions in this regard,I remain,

Very truly yours,

S. S. Eaton

Dictated to Stenographer by.....

TELEGRAMS, OLRICK, LONDON.

ans
Apl 28/89

27, Leadenhall Street,
London, April 10th 1889
E.C.

Private.

LEWIS OLRICK & Co.,
Engineers,
BOILER MAKERS TO H.M. WAR AND INDIA OFFICES.

Makers of the "Field" Patent Boilers and Tubes.

High-class Engines of all descriptions.

AGENTS FOR MATHER & PLATT'S Friction Clutches, Elastic Metallic Pistons, Valves, Fittings, &c.

All descriptions of Pumps for Water Works and other purposes.

THE "Circular" Spiral Refrigerators.

SPECIAL PORTABLE TACKLE for re-boring Cylinders in their places from 12 ins. to 120 ins. diameter.

EARTH-BORING TOOLS of every description.

HOLDEN & BROOKE'S "Influx" Fire Steam AND "Exhaust" Injectors.

SEALE'S Patent Feed Water Purifiers and Heaters.

T. A. Edison Esq.

Dear Sir,

We have tried about 20 forms of driving ~~with~~ & gave them up our latest form of screw & devices, pressure the ignorant from knitting the screw. We have automatic [illegible] for Cutting the screw & it is [illegible] 4 cents. You will remember our Mr Harry Olrick who visited you on behalf of Messrs Mather & Platt, of Manchester, & I also am personally well known to these last named gentlemen. now to change in prove the instrument until some future time.

I make one of your first phonographs for amusement & seeing a drawing of your last machine in Engineering, made one of these also, & it has seemed to me that the very fine screw-thread you use (about 100 to the inch I believe) in driving the recording instrument forward is likely to give trouble to the general public who are, as far as my experience goes, down-right stupid & clumsy when handling a delicate machine. Now, Sir, I have noticed in a machine which we have here in constant use on steam engines the identical problem that you are working out in your phonograph. & I have

(1)

Dictated to Stenographer by .....

TELEGRAMS, OLRICK, LONDON.

27, Leadenhall Street,
London, E.C. 188

LEWIS OLRICK & Co.,
Engineers,
BOILER MAKERS TO H.M. WAR AND INDIA OFFICES.

Makers of the "Field" Patent Boilers and Tubes.

High-class Engines of all descriptions.

AGENTS FOR
MATHER & PLATT'S
Friction Clutches,
Elastic Metallic Pistons,
Valves, Fittings, &c.

All descriptions of Pumps for Water Works and other purposes.

THE
"Circular" Spiral Refrigerators.

SPECIAL PORTABLE TACKLE for re-boring Cylinders in their places from 12 ins. to 120 ins. diameter.

EARTH-BORING TOOLS of every description.

HOLDEN & BROOKES
"Influx" Tube Steam
AND
"Exhaust" Injectors.

SEALE'S
Patent Feed
Water Purifiers
and Heaters.

drawn out this device applied to your phonograph & shewn it to one or two experts here. Their opinion, with my own, is that it entirely does away with the fine threaded screw difficulty & leaves you to all the other ingenious devices in your phonograph just as now. It does away with the fine screw altogether, & the phonograph would thus be as strong & simple as a knife cleaning or other simple machine.

I would with pleasure offer you a drawing of this arrangement, & should expect a small remuneration say £500. — for the design. Of course you will want to be satisfied that it is quite practicable, & also that you have not previously tried it, & this places a little difficulty in the way. I would be quite willing to take Messrs Mather & Platt's opinion as to its superiority over the present mode of driving in your machine & perhaps you can kindly suggest some mode by which my ideas can be conveyed to you, so that I obtain the remuneration I think I am entitled to, & that you do not pay for anything that will not be serviceable to you. I have watched your machine

(2)

Dictated to Stenographer by.....

TELEGRAMS, OLRICK, LONDON.

27. Leadenhall Street,
London, E.C. 188

at exhibitions here in London, & made myself conversant with every screw & pin in it, out of pure admiration for your invention, & in my humble opinion my mode of driving will be very much more durable & much less liable to injury, in unmechanical hands. —

Very little alteration to your present patterns would be needed.

I am, Dear Sir,
Your obdt servt
W. J. Alder


LEWIS OLRICK & Co.,
Engineers,
BOILER MAKERS TO H.M. WAR AND INDIA OFFICES.

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EARTH-BORING TOOLS
of every description.

HOLDEN & BROOKE'S
"Influx" Live Steam
AND
"Exhaust" Injectors.

SEALE'S
Patent Feed Water Purifiers and Heaters.


(3)

Phono.

THE GRAND PACIFIC HOTEL.
DRAKE, PARKER & CO. PROPRIETORS.

Chicago, April 16, 1889.

My dear Tate:

I shall be in New York City in the course of a week and shall surely come out and see you. I have practically closed the phonograph deal, and upon satisfactory terms. We have had a hard tussle here,- more on account of the failure of the man who had the option in the first place, (and his inability to handle a matter of this kind,) than anything else. We have orders for nearly four hundred machines; that represents $16,000 worth of business before we are ready to take our offices. I should say about 80 per cent. of the orders were for phonographs. The prospect for business in our line here in this territory looks very well indeed. I am

Yours very truly,

P. Magnus

DICTATED TO PHONOGRAPH.

Boston April 19-1889

A. O. Tate

Forward twenty dollars Parker House. Return Monday good success.

Mangemann.

O.K.

Phono - [illegible]

Ans. Many of the water
a good water
motor with governor
would answer
the battery first sent
with Phonograph is
until Phonograph
Please [illegible]
[illegible]

Baltimore, Md., April 22, 1889.

Mr. Thomas Edison, Menlo Park, N. J.

Dear Sir :---In the procession of the Phonograph, could the same result be obtained by a water motor as by the battery, when in working order, that now goes with the machine ?

In Washington, where I have seen the Phonograph, the battery does not seem to give satisfaction. In Baltimore, the city supply of water is abundant and the pressure heavy. The Pillings water motor, here, has been mentioned as the smoothest runner.

I was told, at Washington, that the Phonograph is made to run with the battery that accompanies the machine, and that any other arrangement would not answer.

If you can answer my question, will you please do so, and oblige,

Yours, respectfully,

Wm. H. Boblite

12 St. Paul st., Balt., Md.

Tele

HOTEL NORMANDIE
BROADWAY AND 38TH STREET
NEW YORK.

May 2/89

file

My dear Insull:
I saw Upton
tonight and he will
send a check for $2500.
to the Laboratory tomorrow
So my finances are
O.K. until Tuesday.
I require $25,000
to put me through

next week, commencing
Tuesday, at the
Chorus ~~[illegible]~~ So Lippincott
must render his
assistance within the
next few days
I will try and get back
Saturday a.m. to be
present as you suggested
When you leave can

Toy Phono

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J., May 4, 1889. 188

Dear Mr. Tate,-

I enclose herewith Mr. Edison's notes in regard to the Toy Phonograph business, which you telephoned for to-day. I also enclose for your information copy of Mr. Edison's affidavit, which I forwarded to-day to the Department State Board of Assessors, Trenton, N. J., together with RETURN, relative to the affairs of the Edison Phonograph Co. Mr. Lewis dictated the affidavit. Eaton & Lewis' letter (also enclosed) contains their views in regard to this matter.

I telegraphed you to-day as follows: "January 18th. Maguire," which means that the articles re Tomlinson and Gilliland appeared in the N. Y. papers on that date. My recollection is that the EVENING SUN article was printed in their issue of 17th January, and all the morning papers had it the next day. I send you clipping from the "N. Y. Herald" to verify date.

Just at present the Laboratory is crowded with Y. M. C. A. delegates, and things are in more or less confusion.

I will mail this letter in the "Special Boston" box at the Grand Central Depot, to insure its quick delivery.

Yours respectfully,

Fred Maguire Jr.

Gilliland-T

Law Offices

ans. May 7 '89

EATON & LEWIS
S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York May 6th 1889.

A. O. Tate, Esq.,
c/o Thomas O. Edison's Laboratory
Orange, N. J.

Dear Mr Tate:

Will you please send me a copy of the agreement under which Mr Edison held stock of the Edison Phonograph Company at the time of the sale to Lippincott?

Please send this at your earliest convenience as we need it at once.

Yours truly

Eugene H. Lewis.

Phono

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | | CHECK |
|---|---|---|---|---|
| 38 | Mi | ab | 15 paid fond. | 1246 English |

Received at ORANGE, N. J. 1242 May 6 1889

Dated New York 6

To W. H. Miller Edisons Phonowks

Can you call on me this evening eight forty five for a lesson on phonograph

A. T. Rice

Gilliland. T

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. B. EATON,
EUGENE H. LEWIS

New York May 9th. 1889

T. A. Edison Esq.,
Dear Sir:

Re Gilliland and Tomlinson. Mr. Lewis and I have had several interviews with Mr. Ingersoll. He thinks you have a good case, and warms up to it.

We paid Mr. Ingersoll $500. Last autumn we paid Mr. Hornblower $250. We have made and will be making other cash disbursements. I suggest that if agreeable, you send us a check for $1,000. on account of the cash disbursements in this case.

Very truly yours,

S. B. Eaton

This is O.K. Have seen Eaton abt it AOL

OK give him $1000, E

Gilliland & T

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

*New York* May 10th. 1889

Ack May 13/89.

Thomas A. Edison Esq.,
Dear Sir:

Re Gilliland and Tomlinson suit. Enclosed please find your statement, in the form of an affidavit not sworn to, prepared by our Mr. Lewis. Please retain it for future reference as occasion may require. It is meant to correctly state the facts in this case as to which you will be ultimately examined as a witness.

Very truly yours,

Eaton & Lewis

Gilliland - +

*Law Offices*

EATON & LEWIS

S.B.EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* May 11th., 1889.

Thomas A. Edison, Esq.,
Dear Sir:

Ack May 13/89

Re Gilliland and Tomlinson. We beg to hand you a correct copy of the Bill of Complaint in this matter which was filed on the 11th. inst. Col IHgersoll wnet over the Bill carefully Friday and Saturday, and two changes were interlined at his request. He thinks we have a very strong case.

Very truly yours,

S. B. Eaton

Phone

May 11- 1889.

Mr Franklin
248 E 83rd street
New York

If possible come alone
Monday - two singers will be
there.

Edison

Sent

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Prest.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI, Asst. Genl. Mangr.

General Office and Works
Schenectady, N.Y.

**The Edison Machine Works**

No. 19 Dey Street,

Cable Address,
"EDISON, New York."

New York, N.Y. May 13. 1887.

My dear Edison

Lippincott is out of town, and I cannot possibly get at him until I come back from Canada - It is therefore impossible for me to get any money out of the North American Co. until late this week or very early next - Under these circumstances, you will be obliged to loan the Phonograph Work $1000

It should be sent to their Bank this afternoon or very early tomorrow morning at the latest. I will see that you get it back out of the proceeds of the Notes that I am going to discount -

Do not fail to do this - as otherwise the Phonograph Works paper will go to protest tomorrow

Yours hurriedly
Sam Insull

publishers

ans May 16/89

:THE:CENTURY:CO:
:PUBLISHERS:
33:East:17th:St:(UNION SQUARE)
:NEW:YORK:NY:

Roswell Smith, Pres.
Frank H. Scott, Treas.
Chas. F. Chichester, Ass't Treas.
William W. Ellsworth, Secretary.

~~[illegible]~~ over

Thomas Alvah Edison Esq

Dear Sir

Can you kindly furnish us with a correct definition of the word graphophone and also any printed matter containing new words formed from it etc.

An early answer will greatly oblige

The Dictionary Department
Century Co

May 15/89

per RAH

The word was coined
by some speculators and
applied to a phonograph
of a different mechanical
Construction than mine
They got the word by
Reversing the word
phonograph —

E

Form No. 1. Rev. 0

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.
This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.
THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 18 | We | B. | 7pd |

Received at 1008 ORANGE, N. J. May 16 1889

Dated New York 18

To Mr Wangerman
Edison -

Shall we come next Saturday
answer prepaid

Anna Lankow.

1 Dec

Ans 28/89

Law Offices of
**Fox & Preble,**
147 Nassau Street,
Times Building,
Rooms 129 and 130.

Edwin M. Fox.
W. P. Preble, Jr.

Personal and important

New York, May 24th 1889 188

Dear Mr Edison;

A long while ago I became impressed with the belief that the phonograph could be run by a spring and I made numerous experiments in that direction with my Tainter machine. The results, while not altogether satisfactory demonstrated the correctness of my theory but at that time I was not so much interested financially in the matter as I am at present, so I proceeded slowly.

On receiving my Edison machine, from the Metropolitan Co, a few weeks ago, I continued my experiments and the result is that I have now running in my office your machine propelled with spring power. It runs beautifully. My attachment consists of a powerful spring coiled in the usual way inside a drum, which on uncoiling revolves a shaft which is geared to the main screw shaft of the phonograph. The motor part of the machine is of course removed. For a governor I use a tiny fan on a worm revolving at a very high rate of speed by means of clock gear engaged by a gear on the shaft rotated by the spring. A little movable arm is pivoted near this fan which when pressed engages the fan and stops the machine. The spring is wound by pulling a lever four inches long a few times. On the spring being wound up the phonograph revolves at 40 revolutions per minute with perfect evenness and continues running for six minutes

unless sooner stopped by pressing the little arm above mentioned.

There is apparantly no diminution of speed as the spring uncoils. It stops short when run down. It is obvious that if I use a larger and more powerful spring that I can get a longer action. I have seen the leading spring men in New York in the course of my experimentations and they tell me that they can furnish me with springs that they guarantee will run over thirty minutes and do my work but for all practical purposes six minutes is long enough for it is no trouble to the user to pull the little handle and thus wind it up again. The weight of my entire apparatus is less than seven pounds and presents a neat appearance when coupled up with the phonograph. The drum and lever handle are only to be seen, at the left of the phonograph frame which latter is elevated a few inches on the table to permit the governor and its gearing to go unde neath thus being out of sight. The starting and stopping are simplicity itself. Th start, the user of the phonograph merely pulls the drum arm towards him a few times, releases the governor stop and the cylinder will revolve at the speed above mentioned for six minutes. To stop he merely depresses the little arm that engages the fan. The phonograph proper remains exactly as before. The only difference is that the motor and battery are removed. There is no noise in the working of the gear. The machinists who have been doing the work for me say that my attachment can be manufactured in quantity and connected with the phonograph for less than seven dollars each. The one I have now runnig is the last of nearly a dozen that

Law Offices of

**Fox & Preble,**

147 Nassau Street,
Times Building.
Rooms 129 and 130.

Edwin M. Fox.
W. D. Preble, Jr.

2 "dison

New York, 188

I have had constructed but found faulty in one respect or another.

You will notice that I run at 40 revolutions per minute. I have run at all speeds from a snails pace to over 125 per minute but I find excellent results at forty although, as you know speed is only a matter of gearing. I apparantly have a surplus of power even at high speed. The effect of slow running you will appreciate is very important for a cylinder such as you use can be made, at the speed I am now running, to carry several times as many words as it now holds at the speed of over 100. In other words you can make your cylinder only two or three inches in length and thus do away with the objectionable feature of bulk in mailing.

I have made application for letters patent for my spring attachment and I believe that I will obtain strong claims on the same. It is my wish to turn it over to you on terms that are fair and right for that is all I want and I am satisfied from my knowledge of your honorable character that everything will be satisfactory.

You will recognize that its application to the phonograph is a death blow to the graphophone for with the perfect reproduction accomplished by your machine, working with a spring that a child can handle, no person would think of using a graphophone.

Immediately upon receipt of a telegram from you I will bring it to your laboratory so that you can examine it at your leisure.

Sincerely Yours

Edwin M. Fox

phono

HÔTEL BRIGHTON.
ATLANTIC CITY.

aus
~~May~~
June 1/59

May 29

Mr A. C. Tate,
Orange N.J.

Dear Tate:-

I regret exceedingly that I did not see you when last in New York. The day that I intended to come to the laboratory I was engaged in a phonograph deal and could not leave. I am happy to say that the deal was

closed on satisfactory terms and it is no longer bothering me.

In October or November last Mr T. C. Crawford and myself made a sort of informal contract with W. W. Jacques and Briggs for the phonograph doll for France. I understand from them that they have turned over the foreign business to Madden & Gilliland. I regard the doll business as very valuable and Mr Crawford & I have only been wait-

HOTEL BRIGHTON,
ATLANTIC CITY.

3

in ordering for a doll to start the company. If there is any truth in the report that their (Jacques & Briggs) contract is no good it is very important for me to know and I would consider it a great favor if you would so inform me.

I have been a little "run down" of late and have

HOTEL BRIGHTON,
ATLANTIC CITY.

4

with family
come to Atlantic City
to mend. If you
are still "under
the weather" I know
of no better place
for you to mend. Come
down and bring your
wife for a few days
anyway and we will
have a good time

Yours very truly

F. Z. Maguire

Babcock, Pres.
Geo. T. Pres.
W. H. Pratt, Treas.
C. S. L. Miller, Sec.

MAIN OFFICES,
NEW YORK,
30 Cortlandt St.
GLASGOW,
107 Hope St.

BRANCH OFFICES,
BOSTON,
8 Oliver St.
PHILADELPHIA,
32 No. 5th St.
CHICAGO,
45 So. Jefferson St.
SAN FRANCISCO,
561 Mission St.
NEW ORLEANS,
57 Carondelet St.
LONDON, ENG.
111 Leicester.
MANCHESTER, ENG.
3 Victoria Building.
PARIS, FRANCE,
20 Boulevard Voltaire.
HAVANA, CUBA,
116 Calle de la Habana.

THE BABCOCK & WILCOX CO.
PATENT.
WATER TUBE STEAM BOILERS.
NEW YORK AND GLASGOW.

New York, June 6, 1889

Thos. A. Edison, Esq.,

Orange, N. J.

Ans. June 7/89

Dear Sir:

As it is a long time since I bothered you with any of my importunities, I take the privilege of asking for another favor, similar to those which you have granted me heretofore.

The ladies of our Society are getting up a lawn party, which they have named "Fête champètre des cinq sens." For the representation of the sense of hearing they have asked me to procure for them one of your phonographs, and I write to inquire if there is any way in which I can secure the use of one for one day: June 12th. If you can assist me in this matter you will not only put me under obligations, but the ladies will "rise up and call you blessed."

Very truly yours,

Geo. H. Babcock

Gilliland - Tomlinson

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York June 6, 1889.

Thomas A. Edison, Esq.,
Dear Sir:

Re Edison vs. Gilliland and Tomlinson. I beg to say that the law firm of Coudert Brothers has filed an appearance in Court for the defendants in this case. Under the rules of pleading in the United States Court, their appearance was due the first Monday in the month succeeding the month in which our Complaint was filed. Thus their appearance was due on the first Monday of June, and was made on that date. Their answer must be filed on or before the first Monday of July.

One of the newspapers states that our complaint will be demurred to, that is to say, the defendant will take the ground that even if all we state in our complaint is true, the defendant is not liable. If the defense takes that step, it will be only to gain time, and to postpone the date of final judgment, for there is no doubt that such a demurrer would be decided against them, and that they would then be compelled to put in a defense on the facts and the merits.

No doubt you have already learned the substance of this letter from newspapers, but notwithstanding this, I send the letter in order to be sure that you are kept informed.

Very truly yours,

S. B. Eaton

Phono

EDISON LABORATORY.

TELEGRAM.

June 21 1889

From Lab:

To T. A. Edison Bechtelsville Pa

Wangemann said this morning he was instructed by you to take passage for Europe on Saturday next and went to secure it. Shall I detain him or ~~can~~ will you ~~write~~ advise me

EDISON LABORATORY.

TELEGRAM.

18

From

To

what instructions you wish given.

~~A. O. Tate~~

He would have to go aboard Friday night as Steamer Sails Six a.m.

A. O. Tate

Sent 3.30 P.M. June 21/89 [illegible]

Phono

# EDISON LABORATORY.

TELEGRAM.

June 12, 1889. 18

Bechtelsville, Pa.

From

To A. O. Tate

Secure Wangemann passage. Give him letter credit Drexel $500.

Have him report to Hammer for first two weeks to help him get

his phonos. all going; after that notify me and I will instruct

him.

E. D. I. S. O. N.

Phono

# EDISON LABORATORY.

TELEGRAM.

June 12 1889

From A. O. Tate.

To Thos. A. Edison, Bechtelsville, Pa.

Wangemann passage secured for

Saturday will follow out your

instructions

Copy

A O Tate

Orange N.J.
June 12 1889

Friend Wangermann

Can you get me an old spectacle & transmitter & receiver Give all the other parts to make a Phono — if so Will you give them to Harry Meeker in the black Wax Dept at the Phono works — I leave today for Ocean Beach

for the Summer –
if you are down near
me Call & see me
Drop me a line any
way

Yours Sincerely
O. S. Wiley

Hotel Columbia
Ocean Beach
N. J.

I return to London
Oct 1st

Phone

1307 Broad
New York
June 12th/89

Mr Alfred O. Tate
Dear Sir
Yours of the 11th Inst received, also telegram I will come to your Laboratory Friday about two o. Clock & bring music & my whistle.
Sincerely
Frank Lawton

Phono

**Hotel Columbia,**
Ocean Beach, N. J.
Fred. E. Foster, Manager.

June 13 1889

T. A. Edison Esq

Dear Sir

Relative to parts of Phono in my possession I would say — I have no parts whatever A party working there asked me if I would ask Wangeman for what I did in my letter & he thought he could make the rest of it for his own amusement I should have so specified in my letter — If you have any reason to think I have you have the

privilege of going to my house 29 Hawthorne St Orange and seeing Mrs Wiley who will give you every chance to find any such parts.

Yours Truly
O. S. Wiley

Since writing the above I had forgotten I had an old tin foil Phono which I was Experimenting on last fall I have ordered it delivered to you at once. Mr E allowed me to take it last July it is one made by Bergermann Co

Phono

**Hotel Columbia,**
Ocean Beach, N. J.
Fred. E. Foster, Manager.

June 13 1889

Mr Wangeman

I rec'd a letter from Edison relative to the parts of the Phono which I stated I had — allow me to make this correction a friend of mine asked me if I could get him the parts of an old trans & rec'r & spectacles & he thought he could make the rest I never had & have not any part or parts of the Phonograph in my hands — & you are at liberty to go to my house

and search for them?
ask if I ever had any
part there — before taking
the step you did would
not it have been more
courteous to have communicated
with me & given me an
opportunity to either return
to you or refute the charges
but I presume you expected
to materially aid your
present position by acting
the part of a tale
bearer

O. S. Wiley

If you write an answer
by Saturday send it here
as I expect to go away
on Monday or Tuesday

Phono - Ideas

L. HALSEY WILLIAMS,
PITTSBURGH.

June 27/89

June 18. 1889

Thos A. Edison Esq
Orange N. J.
Dear Sir,

My long association with Mr Lippincott & my interest in the two Penna. Phonograph Cos. has put me in position to form an opinion on the commercial value of the Phonograph. Mr Lombard has sent me for my personal use a treadle phonograph with your new spectacle.

I have always had some doubt as to the commercial success of the machine in the hands of the average business man & his clerks. That doubt is now removed. There

L. HALSEY WILLIAMS,
PITTSBURGH.

is still one thing I think important viz. a single cylinder that is a cylinder to be used but once, doing away with the necessity of cutting down the wax cylinder, with this improvement the future is assured.

A combined treadle & motor machine should be ~~used~~ made for use outside of the cities so that in case of failure of the battery the motive power would not fail. In such cases I would charge the customer for motor as well as battery.

I feel impelled to write you thus as I have given the matter very close.

L. HALSEY WILLIAMS,

3 PITTSBURGH.

observation for a year past & have been in constant contact with the people using the machines & have seen the practical difficulties in the hands of unexperienced people which is the class with whom we must deal.

I can congratulate you as well as those of us interested in the local companies on the prospects.

Very Respy
L Halsey Williams

Bellport, L.I.,
June 21-89.

My Dear Mr. Edison:

Am I to have a "press-list" phonograph, or not? I see ~~that~~ they are ready for delivery, & if you cannot carry out your promise of a year or so ago, I want to subscribe in the

regular way.

So please let me know where I stand. And oblige,

Very truly yours,

P. G. Hubert, Jr.

Johnson Ed

ADDRESS ALL BUSINESS COMMUNICATIONS TO

Sprague Electric Railway and Motor Company,

OFFICE [illegible] BUILDING STREET.

FACTORY [illegible]

E. H. JOHNSON, Pres. and Gen'l Manager.
F. J. SPRAGUE, Vice-Pres.
A. S. REYES, Sec'y and Treas.
H. McL. HARDING, Gen'l Agent.

NEW YORK, June 24 1889.

My Dr Edison

This is awkward why don't you suggest "Phonotype" - It is a word which literally describes the modus operandi by which this note was produced

I want an instrument as soon as I can get one for use up in the Country

As soon as I can get in, I will rent

One for my office - I take
a lot of stuff home
with me every night
& It would save me a
lot of hard work If
I could simply dictate
my remarks thereon to
a Phono, & bring down
the Cylinder in the
morning - Is there any
prospect of my getting
the one you promised
me If not I'll rent
two & wait until later
The one I use in the
country will also be
largely an exhibition

Machines [illegible] Waited by Mr Edwards
Gov [illegible]

Ans. July 22/89

WARD W. JACOBS, PRES'T.
J. A. PICKETT, VICE-PRES'T.
NEWTON CASE, TREAS.
W. A. WILLARD, SECRETARY.
E. P. COWLES, ASST. TREAS.
Hartford, Conn.

OFFICE OF

H. R. STOUGHTON, SEC. WRIGHT AND GEN. MANAGER.
E. T. WITHERBY, ASST. SEC'Y.
Shelby, Alabama.

# The Shelby Iron Company,

Subject

Shelby, Ala., July 1st 1889

Thos. A. Edison Esq
Orange N.J.

My dear Sir

Day we are not rigged up yet to Duplicate them

When I was at your works last Winter with Our Charcoal Iron Workers you said you had Patti's rendering and cared supply the tubes for a nominal sum — I have written your Alabama Agents for a Phonograph & the "Patti" Concert. If it can be sent me I shall esteem it very highly & gladly bear any expense necessary to get it.

Please inform me how to get what I want, and also what you have that is especially entertaining & first class we want to help introduce the thing right.

Yours very truly
H. R. Stoughton

Phone 129.

"BE NOT OVERCOME OF EVIL, BUT OVERCOME EVIL WITH GOOD."

# Woman's National Christian Temperance Union,

Headquarters 161 La Salle St.,

CHICAGO. Ans. July 22/89

PRES'T: FRANCES E. WILLARD. LAND OF HONOR, PRIVATE SECRETARY.
COR. SEC'Y, CAROLINE B. BUELL.
REC. SEC'Y, MARY A. WOODBRIDGE.
AGS'T REC. SEC'Y, L. M. N. STEVENS.
TREAS., ESTHER PUGH.
OFFICE SECRETARY, ALICE E. BRIGGS.

PRESIDENT'S OFFICE.

Evanston, Ill., July 19, 1889

Thomas A. Edison, Esq.
Orange, N. J.

Dear Sir:—

Please inform me in what way Miss Willard can secure a Phonograph for my use in her office. I do not succeed in finding any Phonographic Headquarters in Chicago, but heard of it on every side in Omaha, and other parts of Nebraska.

Yours truly,

Mary Hayes Jones.

Phono

Bellport, L.I.,
July 23-89.

My Dear Mr. Tate:

I took occasion, when in town yesterday, to get some instruction in setting up & operating the phonograph. Mr. Lippincott has written me that he wanted to send an expert down to Bellport to teach me what I need to know. I managed to get to town myself &

spent two hours at
257 Fifth Ave. learning
how to work the machine.
So if you will send
the apparatus by express
I think that I can
work it to my own
& your advantage,
without any more help.

Very truly yours,
P. G. Hubert, Jr.

I rec'd several days ago
a note from the manager of
the Phonograph factory asking
me where & how a phonograph
could be sent to me. I replied
at once & I suppose that he

by experimenting at odd times and
[illegible] nights and learning this time
how to work the machine.

So if you will send the apparatus by express I think that I can work it to my own advantage without any man's help.

Very truly yours,

C. G. Hubbard, Jr.

I rec'd several days ago a note from the manager of the Phonograph Parlors asking me whether I have a phonograph [illegible] be sent to me. I suppose [illegible] at once & I suppose that he

Lab-visitors

Ans. Aug 2/89

N. Y. July 26th 1889

Mr. Edison:

Dear Sir –

I wish very much to call with some friends to see your phonograph with its latest improvements –

I should like very much also to see you yourself if you will

be accessible to
learn if there are
any new features
I can report for
the "American
Musician"
Very truly yours
Edgar S. Kelley
Chickering Hall

Can we call Monday
or Thursday next
P.S.K.

Phon. Idea - Blind

Ans. Aug 5/89

LAWN COTTAGE, EAST HAMPTON, CONN. AUG. 1ST, 1889.

MR. EDISON,

DEAR SIR,

DR. F. J. CAMPBELL, DIRECTOR OF THE "ROYAL NORMAL COLLEGE FOR THE BLIND" LONDON, ENG. IS IN THIS COUNTRY, AND WILL BE MY GUEST NEXT WEEK. DR. C. IS ONE OF THE FOREMOST EDUCATORS OF THE BLIND, AND IS ALWAYS EAGER TO SEIZE UPON ANY NEW METHOD OR DEVICE WHICH CAN BE SUED TO ADVANTAGE IN THE EDUCATION OF THE BLIND. I HAVE ALREADY CALLED HIS ATTENTION TO THE PHONOGRAPH, BELIEVING AS I DO, THERE ARE IN THIS WONDERFUL MACHINE, POSSIBILITIES OF THE GREATEST VALUE TO THE BLIND. I AM ANXIOUS TO TEST YOUR MACHINE IN ITS PERFECTED FORM, AND IF IT REPRODUCES TONES WITH SUFFICIENT LOUDNESS AND DISTINCTNESS, TO BE LISTENED TO WITHOUT WEARINESS I SEE NO REASON WHY A GOOD BOOK, WELL READ INTO IT CANNOT BE ENJOYED BY ONE OR MORE BLIND PERSONS WITHOUT ANY ASISTANCE WHATEVER FROM A SIGHTED PERSON. I AM ALSO CONNECTED WITH ONE OF OUR LEADING INSTITUTIONS FOR THE BLIND, AND I SHARE DR. CAMPBELLS INTEREST AND ENTHUSIASM. WHAT A DELIGHTFUL ERA FOR THE BLIND, WHEN THEY CAN READ AND STUDY THE STANDARD WORKS OF FICTION, HISTORY AND SCIENCE. MY SPECIAL OBJECT IN WRITING, IS TO ASCERTAIN IF YOU CANPOSSIBLY ALLOW US THE PLEASURE OF AN INTERVIEW, IN WHICH WE CAN THOROUGHLY TEST THE MACHINE AND TALK OVER WITH YOU, ITS POSSIBILITIES IN THE DIRECTION, ABOVE INDICATED. WE WILL MEET YOU IN N.Y. OR AT YOUR MANUFACTORY. WE SHALL BE VERY GRATEFUL IF YOU CAN GRANT US THIS FAVOR.

RESPECTFULLY YOURS,

J. WEST SMITH.

New York City, August 7th., 1889.

RECEIVED from Thomas A. Edison one thousand dollars ($1,000.) on account of cash disbursements in the suit of Edison against Gilliland.

S. M. Eaton

Brooklyn, August 9' 1889

A. O. Tate, Esq.,
Orange, N. J.

Dear Sir-:

I received an invitation to visit the Labratory at Orange, to play a few solos in the Phonograph, which I must decline. I am obliged to you for the invitation, but as it will not benefit me in any shape by an advertisement or financially, I think I will not come, Wougarman told me that it would advertise me when I was there last time, but it did'nt, and I doubt if one of the tubes ever went to Europe at all.

Now, if there were to be a number of celebrities to perform in the Phonograph, I would most willingly and gladly accept, under the impression of getting an ad., however I am greatly obliged to you, for thinking of me.

Yours very truly,
Will Lyle.
552 Lexington Ave.
Brooklyn, N.Y.

( Will Lyle )

phons

# PROF. FRED. VOSS'

1st Regiment Band and Orchestra,

MEMBER OF M. P. UNION.

Headquarters, 139 and 141 Market St.,

Residence, 33 Sterling Street

Newark, N. J., Aug 12th 1889

Mr W. H. Miller Ans. Aug 15/89

Dear Sir

The Expenses for the Orchestra & Band of 8 piece that includes "Xylophone Solo" will be $20.00 please let me hear by return mail, if all right, and then I will let you know, when I will come —

Yours truly

Fred Voss

Phono

# EDISON LABORATORY.

TELEGRAM.

Aug. 14th 1889

From New York

To Edison Baby.

Check [illegible] will be on Thursday unless otherwise notified

H Gieseman

Rec'd. 10.05 am Aug. 14/89 [illegible]

Phono

# EDISON LABORATORY.

TELEGRAM.

Aug 16th 1889.

From

To H. Gieseman Esq
No 34 University Place
New York

Can you come out tomorrow? want to make clarinet & Piano cylinders for Paris with French, German & Italian announcement. Bring man that can do such. Ans.

W H Miller

Phono

Brooklyn. Aug 24. 89.

Edison Laboratory
Orange. N.J.

Dear Sir

Have paid
Will come Monday. early in the afternoon
with Xylophone & Bells. Please arrange
for Piano accompaniment to be there
as there are parts for either Orchestra
or Piano alone and it would be
difficult to get along without some
one to accompany

Yours Truly
A. P. Van Winkle
220-5th Ave
Brooklyn. N.Y.

Form No. 2.

# TRANS-ATLANTIC CABLEGRAM.

THE COMMERCIAL CABLE COMPANY
ATLANTIC OCEAN
MACKAY-BENNETT CABLES
PATENTED DECEMBER 20, 1887.

No. Message, 907

No. of Words, 14

OFFICES:
NEW YORK, 1 Broad St., (Broad Building).
Stock Exchange.
"Herald" Building.
9 Beaver Street.
442 Broome Street.
30 Union Square.
Hoffman House.
71 Milk Street.
101 State Street.
BOSTON,

SEP 5 1889

The following CABLEGRAM received, "Via Commercial Cables," at 6.10 p M. subject to the terms and conditions printed on the back hereof, which are ratified and agreed to.

From Paris To Insull

Eighty thousand
phonograph movements
have Eaton investigate
Cheevers title Important

Edison

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

Indications de service.

Graphophone

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recouvrer une taxe.

Télégramme

TATE CARE DREXEL PARIS

nomb. ... ier
le nombr. ... indique

L'État n'est sa... responsabilité à raison du service de la ... ndance privée par la voie télégraphique. (Loi du 29 novembre 1850, art. 6.)

N° ...

Timbre à date.

BOURSE 9 SEPT 89 PARIS

Pour ... de ... N° ... Mots ... Dépôt le ..., à ... h. ... m. du ...

P DE NEVVYORK 174 20+ VBRANGL +
+ INTERNATIONAL GRAPHOPHONE CO ORGANIZED NEVVYORK STATE LAVV CAPITAL
FIVE MILLIONS FIFTY THOUSAND SHARES .+ INSULL =

N° 701 (Jeunes 221). — (Mars 1888).

Indications de service.

Phono -

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recouvrer une taxe.

Télégramme

EDISON CARE DREXEL PARIS

nomb. ... premier
le nombr. ... indique

L'État n'est sa... responsabilité à raison du service de la ... ndance privée par la voie télégraphique. (Loi du 29 novembre 1850, art. 6.)

N° ...

Timbre à date.

BOURSE 10 SEPT 89 PARIS

Pour ... de ... N° ... Mots ... Dépôt le ..., à ... h. ... m. du ...

P DE NEVVYORK 224 4+ VBRANGL +
+ EATON SAYS CHEEVER CLAINS DANAGES BECAUSE PATENTS VVERE SOLD TO NEVV
PEOPLE BEFORE ALLEGED EXTENDED OPTION TO OLD PARTIES HAD EXPIRED PRESENT
OVVNERS TITLE PROBABLY NOT AFFECTED MARTIN TOOK ALL
PAPERS TO LONDON SATURDAY AND VVILL SEE YOU CLAIN PROBABLY
LITTLE VALUE .+ INSULL =

N° 701 (Jeunes 221). — (Mars 1888).

PLEASING, INSTRUCTIVE, MAGNIFICENT. THE MOST SUCCESSFUL, ORIGINAL AND BRILLIANT OF ALL

# CAMPAIGNS AND BATTLES OF WAR.

SUMPTER
BULL RUN
DONELSON
SHILOH
ANTIETAM
FREDERICKSBURG
VICKSBURG
NAVAL COMBATS
GETTYSBURG
STONE RIVER
MOBILE
MISSIONARY RIDGE

LOOKOUT MOUNTAIN
ATLANTA
KEARSAGE
AND ALABAMA
PETERSBURG
RICHMOND
APPOMATTOX

250 GRAND VIEWS
COVERING
400 SQUARE FEET
EACH

ESPECIALLY DESIGNED FOR THE BENEFIT OF THE GRAND ARMY OF THE REPUBLIC.

**T. DEQUINCY TULLY, SOLE PROPRIETOR AND MANAGER.**

Address all Communications, unless otherwise directed, to permanent address, 46 Euclid Avenue, Cleveland, Ohio.

**From the Governor of Ohio.**
*State of Ohio, Executive Dept., Office of the Governor, Columbus, March 28, 1888.*

T. DeQuincy Tully; Cleveland, O.

Dear Sir:—I do not know when I have enjoyed an entertainment more than I did that which you gave at Music Hall, Cincinnati, the 19th inst. I have not seen anything of late years better calculated to reach the young people of our country the lessons of patriotism and give them a just and appropriate appreciation of the services and sacrifices of the Union Soldiers who saved our government. I wish everyone, old and young, could see what you have to present.

Very truly yours, etc.

*J. R. Forsker.*

*From Ex-President R. B. Hayes.*

Mr. Tully's illustrations are excellent and give great satisfaction to the comrades and their friends, where I had the good fortune to see them.

*From Commander A. M. Warner and Entertainment Committee, G. H. Thomas Post No. 13, Cincinnati, March 20, 1888.*

Tully's Entertainment are a grand success. His views cannot be excelled; they were the finest ever exhibited in Cincinnati. As a public entertainment it was superior to anything ever presented here, giving the greatest satisfaction to all classes of our citizens.

**G. A. R. Day at Chautauqua.**

*From Chautauqua Herald, August 27, 1888.*

Rarely does the vast Amphitheatre resound to such an acclaimed of applause as greeted Gov. Alger, Gov. Will Cumbach, Mr. Tully and other speakers. The views were fine, the speaker's comments appropriate and pleasing; the audience appreciative.

*From Daily Herald, Dayton, O., May 12, 1888.*

The illustrations are without doubt the finest ever exhibited in this city, and the lecture by Prof. Tully, delivered in such an excellent manner that adds very materially to the very interesting programme.

*From Gen. M. D. Leggett:*

The mammoth views are certainly very fine.

*From Royal Arcanum, Brooklyn.*

The views throughout were superb.

*From Louis Schaefer, Opera House Canton, O.*

Superior to any ever before exhibited here.

*From Dr. W. S. Streator.*

The views are not only fine in workmanship, but the presentation is masterly and excellent.

*From Danbury Press.*

It is the opinion of the best judges that nothing finer has ever been seen in Danbury.

*From Cleveland Leader.*

The views cover 400 square feet, and were given with wonderful effect.

"Surpasses anything of the kind ever seen in Danvis."

Newburgh N.Y. Sept. 19th 1889
Ans. Sept. 23/89
Edison Electric Co.

Will you please give me the address of Manager of the Phonograph I desire to arrange for the use of the instruments

Very Respectfully
Geo. D. Tully
86 Overlook Place
Newburgh N.Y.

Phono-Coy.

Form 1474.

NEW YORK, NEW HAVEN & HARTFORD R. R. Co.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN., Sept 21 1889

N. O. Tate Esq
Orange N.J.

Dr Sir!

Yours in reference to Phonograph records rec'd. I no doubt was very presumptuous in asking you for records but I of course was not aware of just how you were situated & I thought after I sent the msg that you might think it a rather "cheeky" request. I being a comparative stranger to your people. My idea was that perhaps you had extra records at the Laboratory that perhaps you had no use for, but of course you have a great demand for them in your regular business dealings with the N.A. Phono. Co. Mr Bushnell of this City who I believe has

Form 1474.

NEW YORK, NEW HAVEN & HARTFORD R. R. Co.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN., ..... 18.....

sang for you, very kindly procured me one of the improved Phonographs but as yet I have only 2 or 3 of his records. You are indeed very kind to suggest obtaining some from Mr Edison. They would be treasures & exceedingly appreciated & I hope I can reciprocate some time a hundred fold. I shall surely try and add to our Phonoplex system anyhow. I hav'nt as yet been able to cure that gradual weakness in Phone but shall set up a new solution when acid arrives & see if that is any better. Will then advise you.

Yours very truly
N E Smith
C.T.D.

Phono-

N.Y. Sept. 20

Thomas A. Edison;

That the brain that conceived and the hand that executed, the Graphophone may be palsied, is at once the prayer and the Curse of many thousand Stenographers, one Society of 60 odd members having engrossed and framed this Invocation, and adorned their meeting rooms with four copies. You seek to ruin a class of honest toilers, nearly every one of whom contributes to the support of a venerable parent, a belived sister or a dear brother. A Steno-Typt.

Phonograph

O. F. BRADFORD,
Druggist,
202 Harrison Avenue.

Leadville, Colo., Oct. 1st 1889

Ans. Oct. 7/89

Edison, Laboratory or
Phonograph Company,
Llewellyn Park,
Orange N.J.

Gentlemen

I desire to obtain a "phonograph" for public exhibition, in connection with the Andrews Dramatic Company, who will, for the next year, confine themselves, to the Pacific Slope. There will be no charge for the exhibition of the "phonograph" but exhibited free to reserve seat holders. The instrument will be in good hands, as no one, connected with the Company, can be other than a Gentleman, or Lady.

Please give me particulars as to the feasibility, in the undertaking of carrying the phonograph over

Western Comments are to strong and undoubtedly so confine my reply to Eastern Papers. A.A.

O. F. BRADFORD,
Druggist,
202 Harrison Avenue.

Leadville, Colo., 188

the country, its liability of getting out of order, weight & price. To give you the standing of the Andrews Dramatic Co I can do no better than to enclose one or two newspaper comments.

Please answer at your earliest convenience

Yours Truly,
Alanson Andrews
202 Harrison Av
Leadville
Colorado

I am given to understand, that you are not placing the "phonograph" on the market, yet would ask, that you give me as favorable reply to this communication as is possible, & oblige.

A.A.

[ATTACHMENT]

## Ingomar.

Our citizens have just begun to realize that one of the best Dramatic Companies that ever trod the boards of the Academy of Music, is at present filling an engagement in this city. It is not saying too much when we say that the Company is first class in every particular. Last evening, "Ingomar, the Barbarian," was given before a large and delighted audience and naught can be said but in the highest praise, Gertrude Andrews' conception of the character of "Parthenia," more than realized the many good things that have been said of this talented lady. She is truly an artiste. It is seldom that a more enthusiastic audience is seen, and as the curtain went down on the last act, the hearty applause that went up showed conclusively that the performance was fully appreciated. This evening "Romeo and Juliet" will be given.—*Oswego Palladium.*

The best Dramatic Company that has yet occupied the boards of our new Opera House.—*Ogdensburg, N. Y., News.*

The best series of entertainments ever given in our Opera House, has been produced by the Andrews Dramatic Company during the past week. The Company is composed of first class artists and will receive a cordial welcome whenever they may return.—*Elmira Telegram.*

By far the most evenly-balanced Dramatic Company that has yet visited Oswego.—*Oswego, N. Y., Palladium.*

The best Dramatic Company that has yet played in Rhuts.—*Democrat.*

Phone
Ans. Oct. 8/89. Octbr. 7th 89

Thos. A. Edison Esq

Dear Sir

Mr. Henry Giesemann handed to me to-day your telegram, I took due notice of your order and will be over Wednesday morning 10 o'cl with Cornetist

Yours Respectfully

Max Franklin

248. E. 83rd St

N.Y. city

Phono

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 44 | Ld | Bn | 10 paid 327 |

Received at Oct 17 1887

Dated Minneapolis Minn 17

To: Edison —

Orange N.J.

What Current does Edison volt phonograph take answer West Hotel

E H Johnson

ans. Oct. 24/89

Phono Office of the President.
New England Mutual Life Insurance Co.
Boston.

—Three Americans are exhibiting a graphophone at Vienna which they claim possesses the same power as the phonograph invented by Edison. They assert that it was invented by a Prof. Tenders long before Edison's invention was known.

Dear Mr Tate.

The above appeared in every our Boston papers this week. Is the above the Berliner matter?

Truly

Oct 21. B. L. Stevens

6 [illegible]

Phono

The Herald,

New York, Oct. 21 1889

Ans Oct 24/89

My dear Mr. Edison: When I rec'd my phonograph & had become familiar enough with it to appreciate its possibilities you were off for Europe & I could not tell you what pleasure & satisfaction we derived from it.

I gave a lecture upon it, with an exhibition for the benefit of our Bellport Improvement Soc. & spread the fame of the invention pretty thoroughly through our part of the Township.

In the November or the

December number of the Century there will be, I hope, something of mine on the phonograph less fanciful than Bellamy's sketch.

I have written a good many newspaper articles upon what I do with the machine, but I suppose you have heard too much about the wonder to want to hear more & I refrain from sending you any.

I want to thank you personally for the phonographic service to me & will run out to Orange some day for the purpose. In the mean time, believe me

Sincerely yours,

P. G. Hubert, Jr.

Otons - exhibitors

Subject:

Pennsylvania Rail Road Company,
Office of Superintendent of Altoona Division.

J. B. Hutchinson,
Superintendent.

Altoona, Pa. ~~October 25th.~~ 1889.

Mr A.O.Tate Esq.

Electrician Edison Company.

Orange N.J.

Ans. Oct 29/89

Dear Sir:-

I met your Mr Logue in Washington a few days ago and I spoke to him in regard to a talk which I expect to give before the Electrical Club, and the public in general of this place some time soon upon the subject of "Time", and as this subject does not ~~im-~~ embrace quite enough for an evening's Entertainment, I have thought that if I could make arrangements, I would be glad to add to this subject the "Phonograph, concerning which I believe Mr Logue spoke to you, and that you kindly consent to assist me in the matter. Of course we would expect to bear all expenses incurred, by way of Transportation for either man or material and before going any farther, I would be very glad to know if you have anything in print upon this subject of the Phonograph from which I could gather information as to the principle. &c

Will you be kind enough to answer, and oblige.

Please advise me where I could procure some yours very truly,

Mr J. Ingley

phono-ideas

Oct. 28th St.
157 East 31st St.

Mr. Thomas A. Edison,
Orange. N. J.

Dear Sir: Ans. Oct. 31/89

I take the liberty of writing you these few lines, from my own experience. I have been in the employ of the Metropolitan Phonograph Co. for a year & over, and am an expert at transcribing from the Phonograph & Graphophone. Today I went

on trial with a Phonograph
to one of the largest ban-
kers & brokers in the
Cotton Exchange. Messrs
Hubbard, Pike & Co. They
expressed themselves de-
lighted at the corrections
of the work I turned out,
saying it was far ahead
of Stenographic work in
accuracy, but the ad-
justing of the needle
& the shaving of the cy-
linders took up so much
time that they could

ill afford to lose, either for themselves or their employees. If you would construct a Phonograph, with no adjusting of needles, and with a cylinder on which you can make only one record, like the Graphophone, there is no doubt that the Phonograph would be used entirely for business. As it is, it takes up too much time

for adjusting, shaving cylinders, etc. I was obliged to stay an hour & a half later tonight in order to shave off cylinders, & have them ready for the morning. This is a great tax on the operator and only those who are interested in the success of the Phonograph, would stay as I did tonight, in order to prevent grumbling in the morning at the delay in shaving off cylinders. I hope that what I have said in regard to the Phonograph will not come amiss, as they are really the result of a practical experience in the Cotton Exchange, and not successfully learned in this firm would really mean 75 or 100 in that building alone.

If you are not too busy I would like to hear from you personally, as to what you think of these ideas.

Yours truly,
(Mrs) A. W. Evans,
151 East 31st St.

Phono

Office of
Green B. Raum,
Attorney and Counsellor at Law,
No. 1307 F Street, N.W.

Washington, D.C., Oct 29 1889

Mr Thomas A. Edison
Orange N.J.

My Dear Sir:—

I find on my visit to this City that the new phonograph is making a fine impression here and I understand that a great many Graphophones have been changed for Phonographs

Graphophone stock is decidedly tremulous, being

up one day and down the next.

Do you know whether the factory at Bridgport is shut down or not? and how many people have they employed? I understood the factory at Bridgport was closed.

I would like to give Graphophone stock a parting kick and hence these questions.

Yours truly

B. Maguire

Law Offices of J.A. Beecher,

800 Broad St., Newark, N.J. Nov. 1, 89

Mr. Thomas A. Edison

Orange, N.J.

My Dear Sir:

I wish to communicate to you by the Graphophone, a few points which have come to my observation, in the use of this machine, and also of the Phonograph which I think, may be of some personal use to you, and may result in your making the Phonograph particularly a more useful machine, to members of the Legal Profession and to business men generally in their offices. One objection to the Phonograph is, that the adjustments are so intricate, that they require too much skill in the operator, and I am glad to learn from Mr. Smith who represents your company here, and who has furnished me with one of those machines, that you have a sililar apparatus to that which i s used on this machine, "The Graphophone" by which the record is made without requiring any skill on the part of the operator. I think the Graphophone in respect to the mode of making the record upon the cylinder, is as nearly perfect as it can be. But the delicate adjustments necessary in the Phonograph, to enable one to get a good reproduction of what is said to it, make it a less desirable instrument than could be wished, on account of that. Another objection which is of considerable importance, I may say of great importance to lawyers, is that the wax cylinder of the Phonograph is too short. By the time you are fairly at work you must quit and put on another and pare it down and make the various adjustments which I have spoken of, - and that may properly be objected to,- before you can go on with your brief or whatever other matter you wish to have recorded upon the cylinder. Now by the time a man has diverted his attention for the purpose of making these various delicate adjustments, he will have forgotten the most valuable part of his brief even though he is familiar with the machine, and requires but little distraction. Now this is so serious a matter that I think you should at once consider the feasibility of making a long cylinder. Besides, the piper or funnel is much too large, and much too long,- more so than is necessary. The funnel should be as light as possible, and not over three or four inches in length, for the practical use of the operator, or Type-writer in transcribing from the cylinder.

Phonograph

C.T. 166

# Pennsylvania Railroad Co.

Ans Nov 6/89

Altoona Pa 188
Nov 5th 89

Mr A O Tate
Electrician Edison Co

Dear Sir:

Referring to my request through Mr Logue and your very kind consideration of the same may I ask whether you can arrange ~~for~~ to have a Phonograph accompanied by some one to manipulate the same here upon Monday December the 9th in the evening of which day I expect to read a paper upon "Time and the Phonograph" before the Electrical Section. I anticipate a fair sized audience of gentlemen & Ladys of the better class, and I am just a little anxious that the exercises of the evening shall be both instructive and entertaining

I should be very glad if it could be arranged to have two or three musicals reproduced sufficiently loud to be heard in a fair sized hall when absolute quiet obtains. Your good judgement would indicate just about what we should have for an occassion of this kind

You will of course understand that we will defray the travelling

C. T. 499.

Pennsylvania Railroad Co.

.....188

expenses incurred by both man and material as also his boarding,

Will you kindly oblige with a reply

Yours Very truly

W. F. Taylor

Phone -

SCIENTIFIC AMERICAN

MUNN & CO, EDITORS & PROPRIETORS.

361 BROADWAY NEW YORK.

O. D. MUNN.
A. E. BEACH.

November 11, 1889.

Mr. T. A. Edison,

My dear Sir;

Ack. Nov. 19/89
9 22 [illegible]

I am carrying forward some experiments in Sound. I could use a phonograph to great advantage but do not care to rent one if I can help it. Could you not on some terms let me have one of the kind you are now replacing with the simplified form?

I would not need the motor as I have a small caloric engine that would drive it perfectly.

My experiments relate to the velocity of sound.

Yours truly,

Geo M. Hopkins.

Come over any time & get what you want. Mr English at Phono Wks will fit you out owing to my contract I can only loan the stuff

S

Edison

LAW AND TECHNICAL REPORTING.
OFFICIAL STENOGRAPHER
NATIONAL ELECTRIC LIGHT ASSOCIATION.
NEW YORK ELECTRICAL CLUB.
NATIONAL TROTTING ASSOCIATION.

C. F. JOHNSON,
SHORTHAND REPORTER AND LAW STENOGRAPHER,
(COMMISSIONER OF DEEDS.)

TELEPHONE 817 JOHN.
ADDRESS:- TEMPLE COURT, (Room 51-52), 3 to 9 BEEKMAN ST.

New York, Nov.13, 1889.

A.O.Tate, Esq.,

Dear Mr.Tate;

I beg to thank you for your kind favor regarding "Testing phonograph." I succeeded on Saturday in making arrangements with Mr.Chas.A.Cheever, and now have a machine at my room where I am learning how to handle it and making a very practical test of its use in my stenographic business, by dictating 50,000 words, a report of a Medical Convention which I took. The subject matter is, of course, very difficult. However, my style of working is somewhat like Mr.T.A.E's--start in Saturday night and eat and sleep alongside the machine until I"got there." There is a good deal to learn about the mechanism of the machine and second "how to dictate." A lady typewriter at the phonograph office (Cheever's) is reproducing my cylinders, and she was quite "in raptures" when I went up town yesterday afternoon,-- She said "Your dictation is the best I have ever heard." I delivered her 12 cylinders this A.M. and think every one is perfect.

I think however, for my use everything must work up to the very highest point. Much obliged for your kindness in writing to 160. I have a letter from them this A.M. and have advised them also.

Very truly yours, C F Johnson

Personal.

DEPARTMENT OF THE INTERIOR

UNITED STATES GEOLOGICAL SURVEY

WASHINGTON, D. C., Nov. 14, 1889

Mr. Thomas A. Edison,
Orange, N.J.

Write him & say I did not design the graphone but only phonograph that all graphones are to be replaced

Dear Sir:

Polonius, I believe, once said "Brevity is the soul of wit", so I will be as brief as possible that I may not impose too much upon your valuable time.

Both my chief and I have one of your graphophones, upon which we have been operating for about a week. In reviewing the reproduction it occurred to me, the first few days of attempting it, that there was too much confusion of other sounds coming from the cylinder, to get clearly the words. This at once set me to thinking how the matter might be remedied, and, this morning, I made an experiment which gave me very satisfactory results; and, believing that you would be interested in it, decided to write you on the subject.

The secret I claim to have discovered, is simply the placing of a core (transferable) in the paper cylinder. In making my experiment I used a soft rubber tube, slightly shorter than the cylinder (so as not to interfere with its proper adjustment to the holders), and a fraction less in diameter. This rubber tube I coated thinly

with cotton, using mucilage and cotton batting, the surplus of the latter being carefully brushed off after drying. I then found that my tube fitted closely and neatly into the paper cylinder. In using this first appliance, I find that I get the words much more distinctly than formerly, and am less worried by the harsh sounds, as formerly sent forth by the cylinder.

I believe that a solid rubber core (soft), fitting the cylinder closely, would meet with still better results; and also think that some hard wood, with lint or rubber covering, would give good results. However, as you are thoroughly posted both as to the best nonconductors, as well as to the best conductors, of sound, I am sure you will give my discovery a scientific and practical test. Of course the core is to be used when dictating, as well as when receiving, the message or letter, and is transferable.

I am also impressed with the idea that a diminutive, pointed-toothed (like the teeth of a cross-cut saw) wheel might be used for contact with the cylinder instead of the naked point of the needle, and thereby destroying entirely the grating sound from the needle. This is, however, only a surmise, on the practicability of which I have neither the facilities or the means for testing. Were

I in the condition to do so and met with a success, you would be the first advised of it.

Simply for the sake of identification I will say that my home is in Charleston, West Va.; am a brother-in-law of Senator John E. Kenna, of the same state, and am now, and have been for several years, connected with the U.S. Geological Survey.

In the event of either of my suggestions proving of value to you, as I am a poor government clerk with a large family to support, I leave it entirely with you to make such acknowledgment to me as you may deem fit.

My office address is U.S. National Museum, Washington, D.C., where some of the Survey offices are located.

Trusting to have a line from you at your convenience, I am,

Very respectfully yours,

Geo. H. Gentry

Hons-ney

FORM 2018 A.

THE NEW YORK, NEW HAVEN AND HARTFORD RAIL ROAD COMPANY.

NEW HAVEN, CONN., Nov 15 1889

Mr. A. O. Tate

Ans. Nov. 18/89

Orange N.J.

Dr Sir:

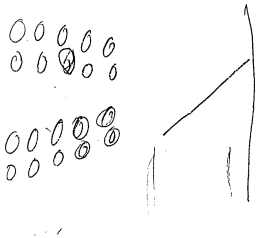
May I trouble you for a little Favor. I left with your man, who has charge of the record dept, when I was at your place Tuesday a list of pcs I wished to get, duplicates of those I had smashed. I understand the Nor. Am Co have ordered them of you. Will you kindly ask the gentleman to select some that are good. Those I lost were Exceptionally fine and of course am anxious to get some that are Equally Eg as good if possible. Will thank you very much for the Favor.

Yours very truly

M E Smith

CTD

This order has been filled



Mss-

Orange, Nov. 16th 1889.

Mr. Edison,

Dear Sir;

At a meeting of the Board of Governors of the East Orange Homoeopathic Dispensary Association held Nov. 12th a motion was passed conveying to you the sincere thanks of the members of the Board for your courtesy in loaning the Phonograph for the benefit of the fair on the 7th inst.

Assuring you of my great pleasure in informing you of this motion I remain, Yours sincerely

Emma L. Lindsley Sec.

# THE EDISON MACHINE WORKS.

PRIVATE TELEPHONE LINE.

## CONFIRMATION OF MESSAGE.

*NOTE—This confirmation should be checked with the original message immediately on receipt. It will be assumed to be correct unless advised to the contrary by telephone.*

| Name of Person Sending. | Name of Person Receiving. | Time. | Date. |
|---|---|---|---|
| MacGowan | Coates | 10:45 | Nov. 4 1889 |

**From whom received:** Edison's Laboratory

**To whom sent:** Mr. Insull.

Mr. Edison wishes you to send out a clock expert from the Ansonia Clock Co., to see a striking phonographic clock.

Phono

GEO. DENISON.

Ogden Utah November 23, 1889.

Ans. Dec. 5/89

Mr Thomas A Edison
Orange N. J.

Dear Sir:-

You have no doubt received poems and poetry (alleged) regarding the Phonograph until life has become a burden to you, and if this instead of amusing you, has an opposite effect, you will have to lay the blame at the door of your own invention.

I had thought of sending this to the Century Magazine; but upon surveying the "Heavenly Maid", I concluded that her poetic feet would look smaller in Llewellyn Park waste-basket.

I am yours Truly

Geo Denison

Agt Colo-Utah Phonograph Co.

**[ENCLOSURE]**

"When Music, heavenly maid, was young"
She sang a song and laughed a laugh;
But little dreamed she stood beside
A listening patent phonograph.
And so she sang,with good right lung,
Sang to the birds,the flowers, the trees
Her love song mingled with the breeze
Twined round the waxen phonograph;
Twas first a song and then a laugh
A silvery strain, a liquid laugh;
You'll find them in the patent 'graf
The laugh, the song that Music sung
"When Music, heavenly Maid, was young"

by Geo. Denison.

Phono-reg

Ans. Dec. 23/89

Linwood Nov. 26th '89.

Mr. Edison

Even if you laugh at my questions, kindly grant me a reply?

Ever since I heard of your wonderful invention, the Phonograph; I have wanted to know how large an instrument it was, what one would cost, and if it could be used in a Church to reproduce music which had been played into it, in some more favored place than this?

We live in a very lonely place among poor uneducated people, we are Episcopalians.

We have a little church, but alas! no music. The people would never make an effort to obtain an instrument, or get a music teacher.

Poor health for years has reduced my strength so that I could not possibly play an organ if I had one.

Probably the price of a Phonograph would be far beyond my means; but for more than a year, the thought persistently enters my mind. My husband ridiculed the idea so much that I only mentioned it twice to him, & never to any other person.

I fear that I belong to a very troublesome class of women but then, how am I ever to find out anything if I do not ask questions? and I do not know the name of a person who could give me the information I want, except yourself.

Please pardon if I seem too rude, and inquisitive. I shall address C. W. M. T. & Co. sincerely hoping that though then this will reach you, and if so, I know that you will kindly gratify an old woman.

With the greatest respect
L. S. Maclennan

Mrs. F. Maclennan
Linwood
Antigonish Co.
Nova Scotia

photo

211 E. 14th St.
N. Y. City
Am, Nov 1/89

Dear Mr. Hagen,

Are you still at the Laboratory? I would like to come again there and sing and hear and wonder.

Yours truly
Anna Lankow

Phono

211 E. 14th

Dear Mr. Hagen, Ans. Nov. 11/09

I wrote a note to you the last week, asking if I could come to the laboratory. I am going to give a recital at Steinway Hall, the 21st of this month, and would like

to hear a quick song
with manly words in it,
on the phonograph. For, if I
don't like it, I wouldn't buy
it. Will you please let me
know if I can come any
day. Yours very truly
Anna Laukow.

FORM 1424 A.

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

SUPERINTENDENT'S OFFICE, AIR-LINE DIVISION.

NEW HAVEN, CONN., Dec 6 1889

A. O. Tate Esq
Orange N.J. Ans. Dec 10/89

Dr Sir:—

As I have seen nothing as yet of the Phonograph records you were to make for me want you please send me 4 as good ones as you can select of those you may have on hand & send those you are to make for me as soon as you can. I want 3 or 4 to use as soon as possible. I will leave it for the proper party at your place to select what ever is good. I should like among them a nice triple tongue Cornet & Piano Record. One where the piano can be heard nicely thro a funnel. Somehow I have ~~not~~ been rather unfortunate in getting good records. About every time I have ordered

From Sub Company they have been "all out of good records" & that all I have thus far been able to get were the "leavings" & I would like to get some that are first class, if possible. You can send bill of these to Sub Company when you send bill of others. Can you not? I believe the N.E. Pho Co advised you to let me have what records I might & send them bill — Kindly send transcripts if convenient & will be greatly obliged to you.

Yours &c

N. E. Smith

ans. Dec. 11/89

22 Halsted St
Brick Church N.J.
Dec 9 1889

Mr Thos. A. Edison
Orange N.J.

Dear Sir.

Please accept the enclosed tickets for an Exhibition of the Phonograph at Commonwealth Hall E Orange on Thursday Dec 12. It is proposed to show the Phonograph in the strongest and most attractive manner and it will enter every part of the programme and be the most prominent feature.

Inviting that no previous engagement will prevent yourself and wife from honoring the occasion with your presence I have the pleasure to remain

Very truthfully yours
L. O. Evans

Dictated
Graphophone

Mills Building.

New York, Dec 9 1889

Dear Mr. Edison: Orig. Dec 10/89

I hand you herewith translation of a publication in a German paper concerning the graphophone, which I thought would be of interest to you.

Yours truly

H. Villard
per

[ENCLOSURE]

grammophone

I

The characteristic feature of the grammophone is not that it supersedes the writing of letters and telegrams or the preparation of manuscripts in editorial rooms, but that its use is limited to the repeating of speeches, musical compositions and the like. Another peculiar feature is the complete separation of the receiver from the repeater, which latter is called "hear-grammophone" by the inventor. Any one satisfied with the enjoyment of having the sounds repeated to him, and who does not want to produce phonograms or sound-plates himself, need only to buy a hear-grammophone. Then he orders plates from an establishment which manufactures them, in a similar way as the owner of a mechanical music-box orders new tubes for his machine. It is stated that the price of the hear-grammophone will not exceed M.100 and of the plates M.3.

The operation of the grammophone is likewise essentially different and manifestly more perfect. The point or pencil does not make an impression in the coating of a tube as is done in the phonograph and graphophone by virtue of the vibration of a membrane, but works exactly like an etching pin, i.e., it makes spiral lines on a metal plate covered with etching varnish, thus having to overcome a much lower resistance than the Edison pencil. These spiral lines are then eaten in the plates by acid which secures their indelibility. The phonograms or sound-plates are, so to speak, speaking or singing etchings. From this it is obvious that the grammophone makes a separation of the work necessary. The etching cannot be done by everybody, and the making of the sound-plates should, therefore, be left to special establishments, which might be compared with copper-plate-printing offices, music

[ENCLOSURE]



stores or music-box factories.

Of great importance, further, seem to be the following points on which the inventor Berliner properly lays special stress The original plate can be enlarged by a photographic process, and, in this manner, the sound can be increased (which should in itself be much stronger than the sound of the phonograph) to such an extent that it can be heard by thousands of people at the same time. Again, impressions of the sound-plates can be taken on paper, in any desired number, by means of a rolling-press, and these impressions can again be changed to sound plates, exactly like the original, by a photo-mechanical process (helio-typing). This, naturally, greatly facilitates the forwarding and propagation of the phonograms. Finally, it must be considered a great advantage that no bulky electric battery or electro-motor is necessary to operate the hear-grammophones, as is the case with the phonograph. The grammophone is simply turned by hand or by clock work at pleasure, whereas Taintor uses a treadle, similar to that of the sewing machine, to produce the circular motion.

Tate (Thomas)

Ans. Dec 11/89

Brick Church Wf.
Dec 9/89

My Dear Mr Tate

Enclosed please find reserved seat ticket for Entertainment to be given at Commonwealth Hall on Thursday Evening 12th inst when the Phonograph is expected to talk out very loud "in meeting". It will be assisted by some excellent Artists one of whom Mr Thos Davison of London Eng is a perfect genius in his whistling and imitation of the warbling of birds. There will be a number of novelties in connection with the Phonograph.

Mr Marshall who is to have charge of the performance will be out to Laboratory on Wednesday morning and I will give him a note to you accepting your kind offer at the Christ Church fair to let me have some real good cylinders. I have sent tickets to Mr Edison and trust that he will come perhaps you can induce him.

Very truly yours
L. E. Evans

will hold #14 until Thursday Eve in case you wish to take some one

257 Fifth Av
My. Dec 10/89

Mr A. O. Tate
Orange N.J

My Dear Mr Tate

This will be handed you by Mr Chas. L. Marshall who is to have charge of the Phonograph Exhibition at Commonwealth Hall on Thursday Evening and which I mentioned to you at Christ Church Fair. I wish to avail myself of the kind offer you made at that time in regard to letting me have something real fine and special in the way of Cylinders, and wish that you would place Mr Marshall in the right hands.

There is every prospect of great success both as to entertainment and a good house. I sent you ticket today and hope you can come. I remain

Very faithfully Yours
L. O. Evans

C. T. 100. phono

# Pennsylvania Railroad Co.

Altoona Pa 12.11.1889

Mr A. O. Tate
Electrician Edison Co
My Dear Sir:

I desire to express to you a very grateful appreciation of the kind consideration in forwarding the Phonograph for both our amusement and instruction upon the evening of Dec 9th. I also desire to acknowledge the skillful manipulations & explanation give by your Mr Miller as well as his extreme courtesy.

To say that the Phonograph gave satisfaction does not convey the impression given, our country people were simply struck with consternation and awe in the words of Mr. M. W. Thompson Engineer Maintenance of way PRR who was present says In all my Experience "I was never so overwhelmed with wonder and amazement"

I shall be glad to receive a bill as per our arrangement to oblige

Yours Respy
N. F. Taylor Dev Opr

Phond

Ans. Dec. 16/89

AUTHORS CLUB,
19 WEST 24th STREET.

Dec. 11. '89.

My dear Sir —

I trust that you will pardon me — a stranger — the liberty which I take in addressing you in this manner. But I am very anxious to have your opinion on a subject which may possibly interest you.

As a maker of letters and pamphlet I am probably unknown to you, although my name is fairly well known as that of a contributor to the magazines. What I desire is that you should read the enclosed bit of verse, and for special reasons. Like many others of my published poems it touches on the poetic side of a scientific

idea. The idea in this case relates, of course, to your new phonograph.

= I have shown this poem to various literary persons: some think it good and fine, others think it "shocking." One of our leading critics — very friendly to me — said that, which he admired it technically, the sentiment of it was inexpressibly repugnant to him. A voice thus named in the memory was to him the only poetic voice. Furthermore, he said, that, even allowing me my right to assume a material voice, the "Edison phonograph could only give a prologue imitation of that voice, and, therefore, my poetic effect was false and repellant".

I can easily understand that a material reproduction of a loved voice, to be poetic, ought to be almost ideally perfect. When I was writing of this poem, I was thinking of the perfect. Now, what I beg to ask is, whether I am not justified in thinking of a perfect phonograph. One may give here — the Cosmopolitan — regards the poem as a striking novelty, and would gladly print it if I could obtain your opinion that my opinion is quite in the right, and that my critics are quite in the wrong. To associate a "prologue squeak" with a dead voice is naturally repellant; but to associate it with a full and and expressive reproduction is, I hold, poetic

— the publication of this poem, with your endorsement of its truthfulness, would, I think, excite a great deal of interest, and it would also do away with some of the prejudice against the phonograph.

Begging, again, that you will pardon me for bothering you with this letter, and that you will be able to give me a reply at your earliest convenience, I am

Your obedient servant,
George Edgar Montgomery.

[ENCLOSURE]

# The Treasured Voice.

What wizard art is this which lifts the voice
Of one who died in her bright blossoming,
Like a weird echo of its natural song?
I had heard it often in my heart of hearts,
In the recurrent memory which outlives
Dumb terrors of the grave. 'Twas such a voice
That when it spoke from the warm flesh of love,
I could have swooned in listening: for it told
Of all the radiant passions of the soul,
Of dreams that were not of the common earth,
Of hopes that pinioned me in airy flight
Amid keen mazes of the stars... It was
The voice that bound me to a woman's life
And in that life I lived a summer's space
In sage ecstasy. Then autumn fell —
Our later summer with its arrowed dart
Of white-branched winter: and with autumn came
Death with its sere fulfillment of our fate
And futile sorrow.

And thereafter came

[ENCLOSURE]

The haunting ghost of love, like some wild vision
Of things which have been real, but seem not real;
Of some strange, passing wonder; some divine,
Incorporeal essence that had taken shape
To torture nature ... Yet I had known love,
Love which had touched me with caressing hand,
And which had cured me from old solitudes,
Where the heart shuddered in its cautious pace,
With the blithe joy of youth... I had known love,
And, when death wrought between me and my own,
Her voice, which was the music of herself,
Still lingered in my ears, even though it died
On her cold, speechless lips.

And now I hear
That voice again: but not as something dead,
Not as the spirit of unforgotten words,
Of vanished sigh and rapture. 'Tis as true
In its clear intonations as the wind
Which sweeps upon the swells of troubled seas;
As true as some bird-carol, while I sit
Alone and hearken. Oh! it is the voice

**[ENCLOSURE]**

That breathed upon me in full, golden days,
Moved by her fancy as a flower may feel
The undulant motions of the air. It lives
As though herself were living once again,
As though her silenced speech had stolen its way
Past the black night of death. I marvel much
That human hands can bring such speech to me
Sweet as of old, and sweeter in the thought
That this, the very singing of her soul,
Should be as wholly mine as she was mine.

George Edgar Montgomery.

Copy

p hma

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B.EATON
EUGENE H.LEWIS

*New York* ~~December 14, 1889~~

Ans. Dec. 16/89

A.O.Tate, Esq.

Dear Sir:

My recollection is that you have in your possession the originals of the contract between Mr. Edison and the Edison Phonograph Company of October 28th, 1887, and the contract between Mr. Edison and the Edison Phonograph Works, of May 12, 1888.

It is important for me to have by Tuesday morning at latest exact copies made with perfect accuracy including punctuation and everything else of these two contracts. The copies should be made from the originals and should be carefully compared. Will you kindly have this done and send me the copies by the mail of Monday evening. If you are away, I hope your representative will attend to this matter without delay.

I believe printed copies were made of both of these contracts. If so, printed copies will answer just as well provided that they be carefully compared word for word and comma for comma

Will you kindly have the person who makes these copies write on the bottom of each copy that he has compared them and that the copies are strictly accurate.

Hoping you will not disappoint me in the above matter, I remain,

Very truly yours,

S. B. Eaton

Gilliland & Tom

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B.EATON
EUGENE H.LEWIS

*New York* ~~Dec. 14, 1888~~

Ans. Dec. 19/88

T.A.Edison, Esq.

Dear Sir:

Edison v Gilliland & Tomlinson. We beg to say that the answer of the defendants is due on the 31st. inst., the time for serving it having been extended at the request of Messrs Coudert Bros. When the answer is filed, the taking of testimony can be commenced at once.. Possibly the case can be heard in March or April though more likely in May or June. Shall we push the taking of testimony vigorously, or not?

Awaiting your instructions, we remain,

Very truly yours,

Eaton & Lewis

Yes push

T.A.E.

FORM 1424 A.

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

SUPERINTENDENT'S OFFICE, AIR LINE DIVISION.

NEW HAVEN, CONN., Dec 14 1889

A. O. Tate Esq.
Orange, N.J.

Dr Sir:—

The box of records recd in good order also your letter at hand and Contents noted. I wish to Express to you my sincere appreciation of your generosity & thank you a thousand times for the gift. I appreciate it to the highest Extent & hope I can reciprocate in some way. It was a very great surprise as I had no idea you had any such intentions. I have been troubled to get good records, being so far from the local Co. I have had to take up with whatever was left or that they saw fit to send. The records you sent were fine & I prize them very much. I am anxious to get a bond record

of "the song that reached my heart" pls
include it in the list of those you
are still to make for me and
anything else you may have in
the way of Clarionet, Banjo, Cornets or any
thing that is good, Enough to make
6 or 8 records all told.
Thanking you again for your
Kindness I am

Yours Very truly
N. E. Smith
C.T.D.

P Long

SCIENTIFIC AMERICAN.

MUNN & CO, EDITORS & PROPRIETORS.

361 BROADWAY NEW YORK,

O. D. MUNN
A. E. BEACH

December 21, 1889.

Ans. Dec. 24/89

Dear Mr. Edison;

I had no difficulty in getting the Phonograph to work as well as it can work with a broken diaphragm. Two or three days since, I asked you by telephone to send me 6 diaphragms and some rubber rings. These have not been received as yet.

I have attached a revolving mirror to the machine and have used the diaphragm cell as a manometric capsule. I get Koenig's flames nicely. I am trying an experiment to determine personal equation by means of the phonograph. I believe there is a great deal in the phonograph as a scientific instrument.

Could you prepare a few cylinders with certain chords and scales? If so, I will send the manuscript music.

Please send diaphragms and rings as soon as convenient.

Respectfully,

Geo M. Hopkins.

Form 1474.

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN., Dec. 27 1889

H. O. Tate Esq Ann. Dec. 28/89
Orange N.J.

Dr Sir:—

Will you please to send me 4 cells of Soda Battery Complete. I wish to use them in connection with my Phonograph. I presume they are a success in that respect although I have not met with very great success with it that I borrowed, of those you sent. I followed the directions closely & short circuited the battery about 15 m after it had been set up about 2 hours. The Battery seems to "run down" after it has been running the machine for about 5 minutes and then if the machine is stopped the battery will

Form 1474.

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN., ..... 18.....

not start it again without assistance. The sticks of Potash look as though they had been wet but perhaps that is caused by potash soaking through from inside. Perhaps you can explain what the trouble is —

Do you think 8 cells will be sufficient for Phonoplex? Have not distributed battery yet.

Kindly send battery by Ad. Ex if you can & send bill to me personally & oblige.

Will you pls also pls advise me if the sapphire points can be put on the Phonograph Diaphragms of the old machines, if so what is the cost?

Kindly reply soon & oblige. Yours &c

N E Smith

Phmo

LAW AND TECHNICAL REPORTING,
OFFICIAL STENOGRAPHER
NATIONAL ELECTRIC LIGHT ASSOCIATION,
NEW YORK ELECTRIC CLUB,
NATIONAL TRUSTEES ASSOCIATION,

C. F. JOHNSON,
SHORTHAND REPORTER AND LAW STENOGRAPHER,
(COMMISSIONER OF DEEDS.)

TELEPHONE 517 JOHN.
ADDRESS: TEMPLE COURT, (Room 51-53), 3 to 9 BEEKMAN ST.

Ans Jan. 5/890

New York, Dec. 27/89

Personal

Thos. A. Edison, Esq.
Orange, N. J.

Dear Sir.

You may remember my interest in the Phonograph a couple of years ago. I have taken it up again and the past three months have been experimenting with it exhaustively to develop its use in Stenography.

I am very anxious to get at the best practical results from it. Would you be interested in knowing what I have learned about the machine & possibly assisting over some of the practical difficulties = which are few.

I have now 4 phonographs and 3 graphophones, I expect typewriter operators and several stenographers manipulating the machines. Results, entirely satisfactory, have not yet been reached but I expect to do all we anticipate. This after three months examination. Would be glad to go out to Orange if you desired.

Very Respectfully,
Chas. F. Johnson,

Phono-wey

211 E. 14th.

Ans. Jan. 5/1890

Dec. 29th 89.

Mr. A. D. Tate,

Dear Sir,

would you kindly let me know, if one can have a phonograph? A gentleman, whom I told about it, wants to have one, and take it in the South with him. I know the address

in N.J. but forgot it, and the consistutio.
At the same time I would like to ask you to inform me, if I am too more welcome at the laboratory. Mr. Hagemann told me, he left to come as soon I had the time. I have twice, writing to

Mr. Hagen, the only one I know there, - except Mr. Edison himself whose time I would not take for a moment — but I never got an answer. Yourself, I ask excuse for taking the liberty, to write to.

Yours very Truly: Anna Laukova.

Phono

*Law Offices*

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* December 31, 1889.

Alfred O. Tate, Esq.,

Orange, N.J.

Dear Sir;

I enclose herewith duplicate copies of the agreement of October 28th, 1887, between Thomas A. Edison and Edison Phonograph Company, with the signatures left in blank. The original of this contract, as I learned from the copy sent me by Mr. Maguire, is hopelessly full of errors. Inasmuch as this contract is one of the exibits in the series now in preparation for the purpose of organizing the United Edison Phon ograph Company, I have had the errors corrected and the contract set in type. Will you kindly have Mr. Edison execute the duplicate copies sent herewith so that they may be filed among his records as substitutes for the one originally executed.

I send also a copy with the signatures printed in. Will you kindly take particular care to see that both Mr. Edison and yourself sign exactly as the signatures are printed. I have adopted what I suppose to be your usual signatures.

Very truly yours,

S. B. Eaton

Directions for using the Phonograph.

1. Dust out the inside of all new cylinders before placing them on the machine.

2. Shave off all new cylinders perfectly smooth before putting on a record.

3. Before adjusting either recorder or reproducer first stop the cylinder by withdrawing the plug, lift the bar back from off the cylinder, and turn down the bar in front of the machine by means of the flat headed screw at the extreme right of the machine.

4. For recording swing the recorder to the front, turn the small lever toward you, loosen the ball joint, and lower the carriage down carefully upon the cylinder; fasten the ball joint by a sharp turn to the right, and turn back the small lever. Turn up the front bar half way and start the machine by replacing plug.

5. Place the speaking tube in position. Listen in the mouth piece after turning down the front bar again, and after seeing that the knife is cutting, at the same time adjust the depth of recording needle by means of the small flat headed screw above the recorder, until it is heard to just scratch upon the wax. Talk in an ordinary tone, holding the mouth piece about two inches from the mouth.

6. After recording turn up the front bar, remove the speaking tube, and ~~lift up~~ the carriage and brush off the wax adhering to the cylinder.

7. To reproduce, swing the reproducer to the front and follow Rules 3 & 4. Attach the reproducer tubes, and allow the ear pieces to rest of their own weight in the ears, then lower front bar.

8. Should the reproduction not be distinct, a slight turn ~~either way~~ of the large headed screw at the top of the carriage will improve it.

9. The speed is regulated by the large flat headed screw at the left.

10. There are three positions for the front bar; When turned completely down the carriage travels forward over the cylinder. When raised half way, the carriage is at rest off the cylinder, which is its normal position. When raised completely the carriage travels back for repretition.

11. When not in use raise the top of the battery to the highest notch.

12. When the battery has not sufficient strength left to run the machine up to speed, pour out the solution and refil with new solution to the mark on the glass jar.

13. Keep the machine clean and well oiled.

Metropolitan Phono Co. 18 pg

**1889. Phonograph - Edison Phonograph Company (D-89-56)**

This folder contains correspondence and other documents pertaining to the business of the Edison Phonograph Co. Many of the documents deal with stock and royalty matters involving Mary Hemenway, Jesse Lippincott, and the North American Phonograph Co.

Approximately 50 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal; meeting announcements; bills and receipts; duplicate copies of selected documents.

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J. Jan 7th 1889

Distribution of payment
received today —
Amt — $43,750.00
Fraction = 7/80

| | |
|---|---|
| Tate | 175. xx |
| Insull | 631.45 xx |
| Tomlinson | 473.59 |
| Weiland | 947.18 |
| Reiff | 157.87 xx |
| E. H. Johnson | 789.32 xx |
| G. W. Tappan | 157.87 xx |
| Dyer | 157.87 xx |
| Keller | 157.87 xx |
| Cott | 157.87 xx |
| Batchelor | 2622.37 xx |
| T. A. Edison | 37321.74 |
| | $43750.00 |

Payall starred

**[ATTACHMENT]**

| | |
|---|---|
| Thomas A. Edison | 10350. |
| A. O. Tate | 50. |
| S. Insull | 100. |
| J. C. Tomlinson | 150. |
| E. T. Gilliland | 300. |
| S. Bergmann + | 100. |
| J. C. Reiff | 50. |
| E. H. Johnson + | 250. |
| ~~F. W. Toppan~~ | 50. |
| R. N. Dyer | 50. |
| A. K. Keller | 50. |
| J. A. H. | 50. |
| D. Batchelor | 450 |
| | 12000. |
| Mary Hemenway | 150. |

[ATTACHMENT]

Cable Address "Edison, New York."

# From the Laboratory of Thomas A. Edison.

Subject, _____ Orange, N.J., Oct 15/1888

12 ~~0000~~ ) 433 ~~000~~
36.0833
50
1804.16 50
2
3608.33 00
2
7216.66

50 = 1804.16
100 = 3608.33
150 = 5412.49
300 = 10824.98
9020.82

3608.33
1804.16
5412.49

| | | |
|---|---|---|
| Tate | 2000. | + |
| Farrell | 7216.66 | × |
| Tomlinson | 5412.49 | |
| Yellow | 10824.98 | |
| Reiff | 1804.16 | × |
| Eng | 9020.82 | × |
| Toppan | 1804.16 | × |
| Dyer | 1804.16 | × |
| Kellon | 1804.16 | + |
| Ott | 1804.16 | × |
| Batchelor | 29970.00 | × |
| T.A.E. | 359534.25 | |
| | 433000.00 | |
| | 426,534.25 | |

[ATTACHMENT]

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J., Oct 15/ 1888

Tobe recd - 500.000
Recd 325 000

13
~~325~~
~~500~~
20

Fraction 13/20 x Paid

| | |
|---|---|
| Tate — | 1300.00 x |
| Insull — | 4690.83 x |
| Imlinson — | 3518.12 |
| Gilliland | 7036.24 |
| Reiff | 1172.70 x |
| E.H.J. | 5863.53 x |
| Toppan | 1172.70 x |
| Dyer | 1172.70 x |
| Keller | 1172.70 x |
| Ott | 1172.70 x |
| Batchelor | 19480.50 x |
| T.A.E. | 233697.28 |
| | $ 281,450.00 |

amt paid out today
$ 37198 (36 xx)

[ATTACHMENT]

~~12000~~

500 000
67 000
12000 ) 433.000
36.083

3608
50
1804.00

826

500 000
167 000
333 000

Tate — 1804 — 2000
Insull 3608 — 7216

Tomlinson 5012
Gilliland 10824
~~3608~~ out

12 ) 333 ~~000~~
27.75
450
1387 50

Burgmann 1804
Reiff 9020
Ett 1804
Tappan 1804
Dyer 1804
Keller 1804
Ott 1804
Batch 16236 — $29.970

269.730

29970
16236
13734
196
13930

TAE ~~373468~~

433000

373468
13930
389538

[ATTACHMENT]

2775
50
1387.50

| | | |
|---|---|---|
| Tate | 1387.50 | |
| Insull | 2775.00 | |
| Tomlinson | 4162.50 | 12487.50 |
| Gilliland | 8325.00 | |
| Bergmann | 2775.00 | |
| Reiff | 1387.50 | |
| E H J | 6937.50 | |
| Toppan | 1387.50 | |
| Dyer | 1387.50 | |
| Fuller | 1387.50 | |
| Ott | 1387.50 | |
| | 33,300.00 | |

33,300.
3330
29,970

299700
29970
269730
167000
436730

269.730

333000.
33300
299700
5
14,985.00

WE

[ATTACHMENT]

Edison
Phono Co
Stockholders

EATON & LEWIS
S.B. EATON,
EUGENE H. LEWIS

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

*New York* Feb. 6th. 188 9

My Dear Sir:

Mr.Tomlinson has at last admitted to me by letter that he has in his possession the original contract of Oct. 28, 1887,between Mr.Edison and the E.P.Co.,and hepromises to give it to me upon presentation of an order for it. I believe you are the Secretary of the E.P.Co. If so,kindly sign the enclosed order,and return the same tome. Then I will present it to get the contract from Mr.T.

Please also send me two printed copies of this contract. Mr.Lippincott requires a copy,and perhaps I can use your printed forms. Awaiting the favor of your early reply,I remain,

Very truly yours,

S.B. Eaton

To

Mr.A.O.Tate,Private Secretary.

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

*New York* Feb. 14th. 1889

Ans. 20/2/89

Thomas A. Edison Esq.,
Dear Sir:

Enclosed please find the original copy of the agreement between you and the Edison Phonograph Company, dated Oct. 28, 1887, duly executed by both parties, the same being the agreement which I have recently procured from Mr. Tomlinson, in whose keeping it was.

You will be interested to know that I have carefully compared this agreement with the printed copies of it which you have, and find that they agree with the exception of one or two entirely unimportant typographical errors. For all practical purposes you can assume that the printed copies are correct.

Very truly yours,

S. B. Eaton

Phonograph Co.

PARMLY, OLENDORF & FISK,
COUNSELLORS-AT-LAW,
No. 27 Montgomery Street,
Telephone 70.

New York Office
160 Broadway, Room 9.

3/3

JOHN OLENDORF, Jr.
RANDOLPH PARMLY,
WILLARD C. FISK.

Jersey City, N. J. April 8th 1889

A. O. Tate, Esq.
Orange N. J.

Dear Sir:

We are in receipt of your letter with reference to the matter of taxation of the Edison Phonograph Co. We kept no copy of the affidavit which we filed last year with the State Board of Assessors but a copy could be obtained from the Secretary of the Board at Trenton. The affidavit which you made at the time of

the adjustment with the Board would not avail you now because the circumstances of the case are different. As you recollect your Co. has since the last State tax abandoned the intention of manufacturing in this State and has leased the right to do so to other companies. If such a state of affairs exists at present the affidavit before presented will be of no

PARMLY, OLENDORF & FISK,
COUNSELLORS-AT-LAW,
No. 47 Montgomery Street,
Telephone 78.

New York Office,
160 Broadway, Room 9.

JOHN OLENDORF, Jr.
RANDOLPH PARMLY,
WILLARD C. FISK.

Jersey City, N. J. ..... 188

use.

Some time last summer Mr John Tomlinson requested us on behalf of the Edison Phonograph Co. to examine the title to certain property at Bloomfield held in your name. He furnished us the deeds and we had partially completed the search when we understood that Mr Tomlinson had served his connection with Mr

Edison and since
then we have rec'd
no further instructions.
We would like to
close the matter up
and therefore ask that
you instruct us whether
to finish the search
or not.

Yours truly
Pamely Allendry Fisk

Phonograph

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

New York Apl. 25 1889

R. O. Tate Esq.
c/o Thomas A. Edison
Orange. N. J.

Dear Sir:-

Major Eaton has requested me to advise you regarding the tax of 1/10 of 1% on Capital Stock of the Phonograph Co. Please inform me what the Capital Stock of the Company is; i.e. how much is authorized by the Charter & how much has been issued. Has it been issued fully paid.

If you are in town tomorrow or next day will you not kindly see me.

Yours truly
Eugene H. Lewis

Arrest Concerning Capitalists
Apl 7th 1875 - N.J.

$1,200,000
12000 - $100 Each

J. ADRIANCE BUSH,
ATTORNEY AND COUNSELLOR AT LAW,
10 WALL STREET.

Dictated.

New York, May 2nd. 1889.

My dear Mr. Eaton :

This morning I had my first business interview with Mr. Lippincott in several days and I called his attention to your favor of April 22nd. He says that he thinks the best way to correct the error, if one has been made, is for him to pay $300 additional to Mr. Edison when he pays the last note and this will be done unless you have some other suggestion to make. Your letter gave me the first information on this head, the Hemenway stock having always been figured at $150 per share.

Yours very truly,

J. Adriance Bush

To
S. B. Eaton, Esq.

Phono

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

New York May 7 1889

A. O. Tate Esq. Ans. May 8/89
c/o Edison's Laboratory
Orange, N.J.

Dear Sir:

I would like very much to know whether you are going to be at the Laboratory tomorrow. If you are, I will go out and see you, and examine the Record Books of the Edison Phonograph Co., and also the pooling agreement between Edison and the other holders of the Edison Phonograph Co's stock. I wish to see these surely tomorrow.

Will you kindly telephone or telegraph to me here, early tomorrow morning, stating whether you can see me and will be able to let me examine these papers?

Yours truly
Eugene H. Lewis
pr. Smith.

Please -

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS
S. B. EATON
EUGENE H. LEWIS

New York May 8 1884

A. O. Tate Esq.

My dear Sir,

I have your favor of this date. What I want is a copy of whatever agreement was made between Mr. Edison and the holders of 1700 shares of stock in the Edison Phono. Co. under which Mr. Edison became authorized to sell to Mr. Lippincott the stock for $500000. Mr. Perry says he has no such agreement and that what is known as the pooling agreement is something entirely different from what I want. Please send in at ~~the~~ earliest convenience ~~that~~ the paper here asked for if there ever was one. If there was none, please tell me whether the stock ~~was~~ had ever been transferred (the 1700 shares) ~~for~~ to Dyer, Batchelor & others prior to the Lippincott sale.

Yours truly
Eugene H. Lewis.

phono

Dear Mr.Tate:

Mr.Perry tells me to-day that $300. was paid him as a Commission. That makes the total amount $22,500. Is that right?

Please return this letter to me with your answer.

Very truly yours,

May 8th.,1889.

S.B.Eaton per C.

[ENCLOSURE]

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject: Note Bush

Orange, N.J. April 19, 1889.

S. B. Eaton, Esq.,

120 Broadway, New York.

Dear Sir:-

In the contract between Thos. A. Edison and Jesse H. Lippincott, under date June 28th, 1888, reference is made in the First Clause to the Hemenway stock, and the amount mentioned in the contract as having been paid for this stock is $22,500. This is an error. There were 150 shares of stock sold to Mrs. Hemenway, and the price paid for the same was $148 per share, making the total amount $22,200, or $300 less than the amount named in the above contract. You told me some time ago that if I would write you about this matter, you would adjust it with Mr. Lippincott's attorney.

Yours very truly,

A. O. Tate

Private Secretary.

Phone

REGINALD GRAY.
MORRIS GRAY,
COUNSELLORS AT LAW. 60 DEVONSHIRE STREET.

Boston, May 24th 1889

A. W. Tate, Esq. Ans June 3/89
Edison Phonograph Co.
Orange, N.J.

Dear Sir,

One year ago Mrs. Henry Hemenway purchased 10 shares of the Edison Phonograph Co. Since that time she has received no information, official or otherwise, as to the status or prospects of the Company. I write on her behalf to ask for such information and for any printed matter you may have referring to the Company even if earlier in date than her purchase, as we have no information as to the Capital Stock or otherwise of the Company. Can you also inform us as to the price at such

stock has been recently bought or sold - In short we are absolutely ignorant of the status of the Company and the Stock and hope you will kindly give us some light on the subject.

Yours truly
Reginald Gray.

Phonograph

*Law Offices*

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* June 7th., 189.

A. O. Tate Esq.,
Private Secretary,
Dear Sir:

Re Hemenway Phonograph Stock. Your valued favor of yesterday enclosing the letter of Reginald Gray of Boston, to you, dated May 24, is just at hand. There is nothing to show that Mr. Gray represents Mrs. Hemenway except what he says. But we will make no point on that. Let us reply to him as if he were her agent.

Practically speaking, Mr. Gray's letter is to the Phonograph Co. itself. That is to say he probably addresses you as an officer of the Company, and wants to know how it is getting along. In answering this question, the fact that Mr. Lippincott has bought most of the stock of the Company might be mentioned, but after all that is not the information which I think you would naturally give in reply to the letter. It seems to me that you ought to state in reply how the business is progressing, in general terms, and give any general information which an officer of the Company would naturally give to a stockholder making a similar inquiry. After having written that part of your letter, I suggest that you add at the bottom a paragraph somewhat as follows:

"Doubtless you have heard that Mr. Jesse H. Lippincott
"has purchased most of the capital stock of our Company.
"Should you wish to write him, his address is No. 160 Broadway
"New York City."

Possibly Gray's letter is inspired by some hostile motive arising out of Mr. Edison's recent tilt with Briggs and Jacques. You remember that in the contract of October 28, 1887, between Mr. Edison and the E.P.Co., the B. & J. agreement of Oct. 1, 1887, was assigned to the E.P.Co., together with all royalties and monies due or payable, or to become due and payable to Edison thereunder. Possibly some hostile party is trying to draw some statement or admission from you as Secretary of the E.P.Co., to be used against you hereafter. However, be that as it may, a letter in vague and general terms such as I have suggested above can do you no harm.

The said letter from Mr. Gray which you sent me, I return herewith, and awaiting your further favors, I remain,

Very truly yours,

S. B. Eaton

Phono.

*Law Offices*

EATON & LEWIS
S.B.EATON
EUGENE H. LEWIS

ans June 15/89

120 Broadway (EQUITABLE BUILDING)

New York June 12, 1889.

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

Re Edison Phonograph Co. We beg to make the following suggestions.

(1). The by-laws of this Company require a Board of five directors to be chosen annually on the first Monday of October. An annual meeting should have been held in October, 1888. None having been held, it is somewhat desirable, although by no means imperative, that a stockholders' meeting should now be held to elect a Board. The voting power on the stock remains where it was. Shall I arrange to have a meeting held now, or do you prefer to let the Board remain as it is? Messrs. Gilliland and Tomlinson are members of the present Board.

(2.) At a special meeting of the Board held September 11, 1888, the Gilliland agency contract was revoked, and a new contract was made with yourself, of same date. The minutes of that meeting are recorded in the Book of Minutes, and one meeting has been held since, also recorded, to wit, October 24, 1888, to act on certain Lippincott agreements, but the minutes of the

T.A.E.2

said meeting of September 11, have never been read and approved at a subsequent meeting. It may turn out to be desirable , when we begin to take testimony in our case against G. & T., to have no contract with you like that of September 11th, 1888, in existence. A possible law point might be taken against us by the other side, based on the fact that you apparently elected to cancel the Gilliland contract. Do you see any objection to a meeting of the Board being held, at which meeting the minutes of September 11th, 1888, may be disapproved so far as relates to your agency contract ? If you see no objection, we think it had better be done.

Awaiting the favor of your reply, we remain,

Very truly yours,

S. B. Cahn

Phono -

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J. June 17, 89.

Ans June 19/89

Major S. B. Eaton,

120 Broadway, New York.

Dear Sir:-

I enclose herewith draft of letter for Mr. Reginald Gray, in regard to Hemenway stock. In the first part of this letter I have said more than ~~was~~ is really necessary, but have done so simply for the purpose of elaboration - my idea being to give the impression that I desire to submit freely and fully all information, and that I have gone a little out of my way to do so. Kindly let me know if you approve of this letter?

Yours truly,

Private Secretary.

**[ENCLOSURE]**

Phono

June 13, 89.

Reginald Gray, Esq.,

60 Devonshire Street,

Boston, Mass.

Dear Sir:-

I have before me this morning your letter of 24th ultimo, asking, on behalf of Mrs. Hemenway, information respecting the Edison Phonograph Company, an answer to which has been delayed owing to my absence from Orange. I take pleasure now in complying with your request.

In order that you may intelligently understand the manner in which the Phonograph business throughout is conducted at the present time, it is necessary for me to inform you that the contract between Mr. Edison and the Edison Phonograph Company, whereby the latter acquired the rights which it possesses, gave to Mr. Edison the exclusive right to manufacture phonographs and supplies for sale in the United States and Canada, the articles so manufactured to be delivered only to the Edison Phonograph Company or its nominees - or in other words, the Company continued marketing the

**[ENCLOSURE]**



articles manufactured for it by Mr. Edison.

These manufacturing rights were last year assigned by Mr. Edison to a corporation called the Edison Phonograph Works, and the latter created large factory buildings in Orange, and equipped them for a capacity of two hundred complete phonographs per day. At the present time they have made delivery of about twelve hundred instruments, many of which are I believe already in the hands of the public, and giving good satisfaction, and they are continuing delivery at the rate of about two hundred and forty instruments per week.

With regard to the affairs of the Edison Phonograph Company, probably you already know that Mr. Jesse H. Lippincott, representing the North American Phonograph Company, purchased all the stock of the former, excepting the shares previously purchased by Mrs. Hemenway, but I do not think you are aware that Mr. Edison arranged this sale in such a way as to protect Mrs. Hemenway from any possible loss. In the negotiations between Mr. Edison representing in addition to his own holdings, all the stockholders, excepting Mrs. Hemenway and Mr. Lippincott, the total sum offered for the stock afforded an average price per share lower than the price paid by Mrs. Hemenway, which was inevitable in a transaction involving such a large amount of money and the sale of such a large number of shares. // It was, therefore, impracticable to invite Mrs. Hemenway to participate in the sale, but [redacted]

**[ENCLOSURE]**

R. G.

to Mrs. Emerson

was unwilling to leave

~~had purchased her stock from a pool of which Mr. [illegible] was a member, the latter did not feel reconciled to leaving~~ her to take the customary and ordinary risks pertaining to stock sold without guarantee, and, he, therefore, made Mr. Lippincott an allowance out of the amount paid by the latter, equal to the sum paid by Mrs. Hemenway for her present holding, which as I recollect it, was to be the [redacted] price to be offered Mrs. Hemenway, should Mr. Lippincott desire to purchase, and she decide to sell her shares.

This will allay any fears which Mrs. Hemenway may have had as to the safety of her investment.

With your permission I wish to make a suggestion, which is that I think it would be very desirable for yourself, as Mrs. Hemenway's representative, and Mr. Lippincott to effect communication with each other. Mr. Lippincott's address is, No. 100 Broadway, New York City.

Yours very truly,

(Signed) A. C. Hall
Secy

Phonograph

*Law Offices*

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* June 20th, 1889.

A. O. Tate, Esq.,

c/o Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

In Re Edison Phonograph Company. We beg to hand you herewith a form of notice to be signed by you as Secretary, and a copy of which is to be mailed by you to-morrow to each of the stockholders of record in the Edison Phonograph Company. You can fill in the notice such hour on the 1st of July as will be most convenient, in your judgment, considering the time-tables of the Railway. Please notify us of the hour that you fill in.

Section 36 of the New Jersey Law requires that the transfer books of the Company, and the books containing the names of stockholders, shall be open to every stockholder, from now on, until the annual election, and that it shall be the duty of the Secretary to prepare and make out, at least ten days before every election, a full, true and complete list of all the stockholders of said Company entitled to vote at the ensuing election, with the number of shares held by each, which list shall be made and arranged in alphabetical order and shall at all times, during the usual

hours of business, be open to the examination of any stockholder of such Company; which list shall be produced by the Secretary at the Annual Meeting.

The notice of the meeting must be mailed to-morrow, as ten days' notice is required, of the meeting. Please send us a duplicate list of the stockholders, so that we may prepare an affidavit of the mailing of the notices.

Will you kindly telephone us in the morning of the receipt by you of this letter, so that we may know that it has attention.

Yours truly,

Eaton & Lewis,

per Smith.

Phono

*Law Offices*

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York June 21st, 1889.

A. O. Tate, Esq.,

c/o of Thomas A. Edison, Esq.,

Orange, N. J.

Rec'd June 22 1889

Dear Sir:-

Re Phonograph Co. annual meeting. It appears that the By-Laws provide that the annual meeting shall be held at the office of the company. The certificate of incorporation states that the office of the company shall be at Harrison. The only stockholders' meeting that was ever held, was held at Harrison. All of the directors' meetings have been held there, excepting those where the Edison agency contract was acted upon.

In view of the above, the proposed stockholder's meeting had better be held at Harrison. Mr. Edison need not attend in person. The stock book of the company will show that he holds more than a majority of the stock in his name. He can give a proxy and the proxy can vote on his stock. That would be all right, notwithstanding the fact that, in a certain sense, title to the stock is in Mr. Lippincott, or in the N. A. P. Co.

Very truly yours,

S. B. Eaton

STATE OF NEW JERSEY, )
: SS
COUNTY OF ESSEX )

T h o m a s  M a g u i r e  being duly sworn deposes and says:

I am employed as Assistant in the office of the Secretary of the Edison Phonograph Company, and on June 21st, 1889, I mailed, in envelopes duly stamped and addressed, a copy of the notice hereto annexed marked Exhibit A, to each of the following parties, the same either being or having been stockholders in the said Company, to wit:

| | |
|---|---|
| Thomas A. Edison, | Orange, N. J. |
| A. O. Tate, | Orange, N. J. |
| Samuel Insull, | 19 Dey St., New York City. |
| Jno. C. Tomlinson, | Drexel Bdg., New York City. |
| M. T. Gilliland | Empire City Electric Co., New York City. |
| S. Bergmann, | 327 W. 34th St., New York. |
| J. C. Reiff, | 347 Fifth Ave., New York. |
| E. H. Johnson, | Edison Electric Light Co., 44 Wall St., New York. |
| F. W. Topping, | Empire City Electric Co., New York City. |
| R. N. Dyer, | 40 Wall St., New York. |
| A. K. Keller, | Orange, N. J. |
| Jno. F. Ott, | Edison Laboratory, Orange, N. J. |
| Chas. Batchelor, | Orange, N. J. |
| Mrs. Mary Hemenway, | c/o Reginald Gray, Esq., 60 Devonshire St., Boston, Mass. |

Subscribed and sworn to before me
this twenty-second day of June, 1869.

Exhibit A.

EDISON PHONOGRAPH COMPANY

Orange, N. J. June 21, 1889.

Dear Sir:-

Notice is hereby given that the Annual Meeting of the Edison Phonograph Company will be held at the office of the Company at the Town of Harrison, in the County of Hudson, State of New Jersey, on Monday, the 1st day of July, 1889, at two o'clock in the afternoon of that day.

The Transfer Books will be closed for this purpose at the close of business on the 27th inst., and will be opened on the morning of the 2nd day of July, 1889.

(Signed) A. O. T a t e,

Secretary.

Phans

Dear Mr. Tate:

This letter is rather curt. I do not quite like it. I am now doubly glad that your letter was so guarded.

Very truly yours,,

June 24,1889. S. B. Eaton per C.

24-8

**[ENCLOSURE]**

REGINALD GRAY.
MORRIS GRAY,
COUNSELLORS AT LAW. 60 DEVONSHIRE STREET,

Boston, June 20. 1897

A. W. Tait, Esq.
Orange, N. J.

Dear Sir

I have to acknowledge the receipt of yours of the 19th inst. in answer to mine of the 24th ult. & have to thank you for your attention to my inquiries. The information as to the purchase of the stock of the Edison Company by the No. American Company comes as a complete surprise & a not altogether agreeable one – I shall follow your suggestion and communicate at once with Mr. Lippincott – Yours

Yours truly
Reginald Gray.

Please
Cable Address
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Orange, N.J. June 29, 88 188

Major S. B. Eaton,

New York.

Dear Sir:-

Here is another letter from Mr. Gray, which I have not answered.

Yours truly,

Private Secretary.

[ENCLOSURE]

Phong - (Hemenway)
REGINALD GRAY.
MORRIS GRAY,
COUNSELLORS AT LAW. 60 DEVONSHIRE STREET,

Boston, June 20. 1889

A. O. Tate, Esq.

Orange. N. J.

Dear Sir,

Mrs. Hemenway received a notice two days ago of the Annual Meeting of the Edison Phonograph Co. to be held on Monday next - Mrs. Hemenway is naturally anxious to acquire all possible information of the doings & prospects of the Company and I write to ask if it will be possible for us to get a full copy of the Annual Reports & of other matters of moment that may come up at the Meeting without attending the same in person. Perhaps you will do me the favor of advising me whether in your opinion the Meet-

[ENCLOSURE]

ing will be one at which Mrs. Hemenway ought to be represented or whether it will be merely formal.

I wrote to Mr. Lippincott but have received no answer or acknowledgment.

Yours truly
Reginald Gray.

OFFICE OF THE EDISON PHONOGRAPH CO.

Harrison, N. J., August 14th, 1889.

Dear Sir:

Please take notice that a special meeting of the Board of Directors of the Edison Phonograph Company will be held at No. 19 Dey Street, New York City, at 10-30 A. M., Friday, August 16th, 1889, for the purpose of electing officers and of considering and taking action upon certain contracts proposed to be entered into with the Edison Phonograph Toy Manufacturing Company.

Charles Batchelor,

John F. Randolph,

Samuel Insull,

Directors.

To

Thomas A. Edison.

Phono

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B.EATON
EUGENE H. LEWIS

*New York* _____ *188*__
August 20thI889

John F. Randolph, Esq.,

Orange,

N.J.

Dear Sir:

Re Edison Phonograph Company: Will you kindly send to me by return mail information as to the number of shares of stock in the Edison phonograph Company which stood in Mr. Edison's name on Ist July I889. That is the day of the last annual meeting of the Company and I should like to have this information at your earliest convenience.

Very truly yours,

S. B. Eaton

Phono

*Law Offices*

EATON & LEWIS

S.B.EATON
EUGENE H.LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* Nov. 8th, 1889

Ans. Nov. 11/89

Edison Phonograph Company,
A.O.Tate, Esq., Secretary.

Dear Sir:-

Replying to your favor of yesterday, received today, asking what is the date of the Annual Meeting of the Edison Phonograph Company, I beg to say that the Annual Meeting should be held on the first Monday in October in each year.

You will remember that no Annual Meeting had been held for three years, but that we held a special annual meeting on July 1st, 1889. Inasmuch as no meeting was held last month, we can hold the Annual Meeting now in the same way as we held the special meeting last July, to wit, by notice and advertisement.

Under the agreement between Mr. Edison, Mr. Lippincott and the North American Phonograph Company, Mr. Edison can vote on the stock held by him as collateral security.

If you wish a meeting held now, please let me know and I will attend to all the details. Please also send me a list of stockholders, as appears by the books of the Company, with the number of shares held by each.

I should add that it is not necessary to hold a meeting

unless you particularly desire it. Under the by-laws existing Directors hold over.

Awaiting the favor of your reply, I remain,

Very truly yours,

S. B. Dalton

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|---|---|---|---|
| 50 | Mi | Pm 25 paid | 7 x |

Received at ORANGE, N.J. 450 Nov 6 1889

Dated Boston Mass 6 311

To T. A. Edison

Orange N.J.

Please name some time when you will see my agent Mr Gray in New York or elsewhere and Oblige Mary Hemenway

c/o A Hemenway 10 Tremont St

**1889. Phonograph - Edison Phonograph Works (D-89-57)**

This folder contains correspondence and other documents pertaining to the business of the Edison Phonograph Works. Many of the letters are from the law firm of Eaton & Lewis and relate to stock matters and to agreements between Edison, the Phonograph Works, and other parties.

Approximately 40 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal; meeting announcements; orders; other routine business correspondence.

Phone

Jany 1st /89.

# Edison Phonograph Works

## Disbursements.

| | | |
|---|---|---|
| Wax Cylinder &c | 401.46 | |
| Adjustment | 13.644.38 | |
| Appliances | 1.583.84 | |
| Machy & Tools | 68.582.81 | |
| Material (Raw) | 18185.51 | |
| Furniture & Fixtures | 21.982.04 | |
| Real Estate & Buildings | 57.561.86 | |
| Small Tools | 1933.55 | |
| Taxes | 594.80 | |
| Insurance | 992.71 | |
| Fuel | 468.46 | |
| Installation of Fixtures | 9474.45 | |
| Phonograph (Special) Tools | 19.547.30 | |
| Scrap (Old Phono &c) | 6966.06 | |
| Iron Foundry | 223.81 | |
| Order No 1 | 21.675.47 | |
| E. T. Gilliland | 469.93 | |
| Battery Experiment | 102.22 | |
| Yard & Street Mains | 602.09 | |
| Cash | 174.79 | $245,167.54 |

## Receipts—

| | | |
|---|---|---|
| Cash from sale of Stock | 144.000.00 | |
| Mortgage | 10.000. | |
| Open Ages | 35.086.86 | |
| Bills Payable | 36.413.55 | |
| Thos A. Edison (Loan) | 19.450. | |
| Overdraft (Bank) | 217.13 | |
| | | 245.167.54 |

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.B.EATON,
EUGENE H. LEWIS

*New York* Feb. 25th. *1889*

A.O.Tate Esq.,
Private Secretary,
Dear Sir:

Your favor of the 21st. inst. was received this morning, relating to Sec. 4 of the agreement of May 12, 1888, between Mr. Edison and the E.P.Works, and will have my early attention. I note that you say you will explain the matter further personally. Hoping to be favored with a call at your early convenience, I remain,

Very truly yours,

S B Eaton

Phon

# Statement of the Edison Phonograph Works A/c June 1- 1889

| Dr | | | | Cr | | |
|---|---|---|---|---|---|---|
| To Cost Bloomfield Factory | | 24124 | 04 | By Cash | 27620 | 67 |
| " Cash to Phonograph Works | | 197645 | 61 | " Bills Rendered | 862 | 99 |
| " Notes cancelled and given them | | 58030 | 00 | " Capital Stock | 37125 | 00 |
| " Interest on Notes | | 2838 | 56 | " Notes | 216297 | 93 |
| " Electric Lighting | | 1458 | 75 | By Balance | 34592 | 34 |
| " Actual Labor | $12245.30 | | | | | |
| " " Material | 5613.80 | 17859 | 10 | | | |
| " Advance on Labor | 13387.60 | | | | | |
| " " " Material | 1155.27 | 14542 | 87 | | | |
| | | 316498 | 93 | | 316498 | 93 |
| June 1- 1889 Balance due P.A. Edison | | $34592 | 34 | | | |

O Lons

Law Offices

120 Broadway (EQUITABLE BUILDING)

June 6/89

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York June 3rd., 1889.

Edison Phonograph Works,
Thomas A. Edison Esq., President,
Dear Sir:

Re Edison Phonograph Works Stock. Replying to Mr. Tate's question whetherthe stock in this Company which has been issued otherwise than for full payment at par in cash, should be stamped, I beg to say:

(1) The New Jersey Corporation Act of 1875, under which the Company is formed, provides, Sec. 55, that all stock issued for other consideration than cash must have legibly stamped upon the face thereof the words "issued for property purchased."

(2) The Act further provides, Secs. 55, 56 and 30, that in all statements and reports of the Company to be published, stock issued for property shall not be stated as issued for cash, but shall be reported according to the fact, also that the officers and Directors shall make a Certificate stating that the capital is fully paid, and if any Certificate made in pursuance of the Act is false, all the officers who have signed it shall be jointly and severally liable for all the debtsof the Company contracted while they were stockholders or officers thereof. That is to say, if any stock is issued, for other consideration than cash, the Certificate of fully paid up capital must state the fact exactly as it is, the amount issued for cash to be stated as issued for cash, and the amount issued for other consideration to be stated exactly according to fact.

(3) There is no penalty for failure to file a Certificate of fully paid capital. If, however, a creditor or stockholder requests the officers of the Company to file such Certificate, their failure to comply with the request within thirty days, will render them jointly and severally liable for the debts of the Company contracted before the Certificate is filed and recorded.

(4) Mr. Tate informs me that the Company has never filed a Certificate of fully paid up capital, and that no creditor or stockholder has ever requested that such a Certificate be filed. If that is so, no penalty has been incurred.

(5) Mr. Tate also informs me that the stock issued for other consideration than cash, has not been stamped with the words required by the Statute. He says the Certificates are within reach. I suggest that they be immediately stamped with the statutory legend, and that a corresponding stamp be impressed on the

stubs from which said Certificates were torn. We have in our office a rubber stamp containing the statutory words, and if it will suit your convenience, we will stamp the Certificates for you if you will send them to me. Or I will lend you the stamp.

(8) Inasmuch as the Statute requires that a Certificate of fully paid up capital be filed, I suggest that such a Certificate be prepared. If you will tell me exactly for what consideration the various shares of stock have been issued, I will prepare such Certificate for you, if you desire.

Awaiting your early reply, I remain,

Very truly yours,

S. M. Cohen

Phonograph

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

New York June 27th, 1889.

Ans June 28/89

A. O. Tate, Esq.,

c/o Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:

Re Edison Phonograph Works. I telephoned to you today to send me by mail tonight a list of the stockholders in the Edison Phonograph Works.

I had prepared a certificate of the payment in of the entire capital stock of this Company, which will have to be signed by the Secretary. It occurs to me to inquire whether you propose to call a meeting of the Directors of this Company for the purpose of electing a new Secretary in your place, during your absence abroad ? If you intend to adopt this course, then, there is no immediate necessity of filing the certificate before your departure, as the new Secretary may sign in your place.

There is no express provision of the New Jersey Corporation Statute, under which stock may be issued for services. I understand, from the correspondence between us upon this subject, that the stock issued to Tomlinson, Batchelor and Tate stands upon your books as having been issued "for services rendered". Is it

not possible to change the entries so as to make the stock appear to have been issued for cash to Mr. Edison and afterwards transferred, as a gift, from him to the present holders ? That course should have been pursued originally; it would have obviated all question.

Yours truly, Eugene H. Lewis.

Phonograph

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

New York June 27, 1889.

A.O.Tate,esq.,

C/o Thomas A. Edison,esq.,

Orange, N. J.

Dear Sir:-

Re Edison Phonograph Works, trust agreement. I am engaged in the preparation of a trust agreement to be executed by Mr. Edison to the Garfield Safe Deposit Company, in pursuance of your understanding with Major Eaton.

I think it best to annex to the trust agreement copies of the agreement of May 12, 1889, between Mr. Edison and Edison Phonograph Works. I presume you have printed copies of the said contract: If you have, will you be kind enough to send me two or three of them ? The agreement is to be executed in duplicate and, therefore, two copies will be required for that purpose.

Will you be kind enough to inform me whether our figures agree ? In the preparation of this agreement, I am assuming that 52 per centum of the entire capital stock of the Phonograph Works has already been issued to Mr. Edison, and that this amounts to $156,000, or 1560 shares; as I compute it, 38 per centum of this

A.O.T.2

amount equals $59,280, or $592\frac{8}{10}$ shares.

I am also assuming that the dividends declared in excess of 25 per centum are to be paid over by the Trust Company to Mr. Edison.

Upon these assumptions I have already drawn the trust deed and will have the same ready for execution as soon as you have sent me the printed copies of the contract of May 12, to be annexed.

Yours very truly,

Eugene H. Lewis.

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Prest.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI, Asst. Genl. Mngr.

General Office and Works
SCHENECTADY, N.Y.

# The Edison Machine Works.

No. 19 Dey Street,

Cable Address,
"XYDSUN, New York."

New York, N.Y. 28 June /89

THE EDISON MACHINE WORKS,
~~Schenectady, N. Y.~~

Dr McGate

Mr Insull wanted to see you badly to day about the meeting to have been held upptg him Treas. &c.

He says he cannot be a part to any irregularity & will not swear to ~~[illegible]~~ what he knows is not true.

Hastily

Yours
Mrs Butler

? Phonograph

*Law Offices*

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* July 5th, 1889.

Where is it

Thomas A. Edison, Esq.,
Orange, N. J.

Dear Sir:-

Re Edison Phonograph Works: Trust Agreement. We beg to hand you herewith duplicate copies of an agreement to be executed by yourself on the one side, and the Garfield Safe Deposit Company on the other, in pursuance of an arrangement communicated to us by Mr. Tate. Will you kindly execute both copies of the contract by appending thereto your signature opposite the seal. You may then either return the contracts to us, to procure the signature of the Garfield Safe Deposit Company, or may communicate directly with that Company, at your pleasure, and have the two contracts executed and exchanged between yourself and the Deposit Co.

In the event of your desiring that we shall see the Deposit Co. and have the contracts exchanged, be kind enough to send to us with the contracts executed by you, a certificate for 592 8/10 shares of the capital stock of the Edison Phonograph Works, made out in the name of the Garfield Safe Deposit Co.; we can then deliver the certificate and one copy of the contract to the Company, and obtain the other copy of the contract and send it to you.

Yours truly, Eaton & Lewis.

Cable Address "Edison, New York."

# From the Laboratory of Thomas A. Edison.

Subject, _____ Orange, N.J., [illegible] 188

[illegible]

[illegible]

Dear Sir:

[illegible]

[illegible]

[illegible] work done in the Laboratory. [illegible] on Saturday morning, [illegible] a [illegible] of this account, showing how much of it represents original labor and original material; how much added percentages; exactly the amount of each percentage added, and what each percentage refers to.

Yours truly,

Saml Insull

by Thomas Anker.

Mr Insull the difference in amount is owing to some bills not on Phono Mks Books

[illegible]

Phono 8

FORM No 102.

# EDISON PHONOGRAPH WORKS

Orange, N.J. October 15th, 1889.

Mr. A. O. Tate,

Edison Laboratory.

Dear Sir:

In answer to your communication in regard to phonoplex zincs, we have not been making mercury zincs for sometime past, but it may be possible that in making a small amount of mixture the quantity should vary. I think it would be better that these zincs should be made by the Edison Manufacturing Company as they are prepared for that class of work, and are now making all of the Edison battery zincs, and when we make these we have to make special preparation for them. I spoke to Mr. Batchelor about this some days ago.

Yours truly,

J. E. Ennis Jr.
Manager.

Patent

*Law Offices*

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

*120 Broadway* (EQUITABLE BUILDING)

*New York* December 6, 188

A.O.Tate, Esq.

*Ans. Dec. 7*

Dear Sir:

In reply to your letter of the 4th inst. referring to the proposed agreement between Thomas A. Edison and the Garfied Safe Deposit Company, I beg to state that I have retained no copy of this agreement, but I understand that the trust has been accepted by the Garfield Safe Deposit Company. If you will kindly send me one of the copies of the agreement in your possession, I will look into the matter and communicate with you further.

Very truly yours,

*S. B. Eaton*

SAMUEL INSULL.

aey
Dec 9/89

44 WALL STREET,

New York, Dec. 6th, 1889. 18

A.O.Tate Esq.,Secretary,

Edison Phonograph Works,

Orange, New Jersey.

Dear Sir:-

I beg to confirm my verbal request to you to examine all accounts at the Phonograph Works. The method of procedure that I desire adopted is as follows:

First, all payments of every kind must be vouchered. Invoices must be approved by the order and receiving clerk, by the bookkeeper who makes out and enters the voucher and by Mr.MacGruthar. On their signatures you can approve the vouchers for payment.

All Pay Rolls should be carefully checked and certified to by the time clerk or Pay Roll clerk or whoever attends to the making up of the Pay Roll, by Mr.MacGruthar and approved for payment by yourself.

All petty cash accounts should be carefully checked by you and the expenditures for the month should be vouchered and a check drawn for same at the end of each month, the voucher bearing the signature of the Cashier who disburses the money, of Mr.MacGruthar, and of yourself as approving the payment. Of course, it is just possible that many of the different classes of clerical work may be done by one and the same man. If this is the case, one signature will be sufficient in addition to Mr.MacGruthar's and yours.

A.O.T.,2.

I wish you would consult with Mr.MacGruthar on this subject, and if the plan roughly outlined above does not seem to meet the case,I shall be only too glad to make any such modifications as you may think desirable. My desire is that all accounts,whether for material or labor or expense,shall bear your signature and also that of Mr.MacGruthar,as having immediate charge of the office. On these signatures I am perfectly satisfied to make the payments, with such slight examinations as I may have time to make when I get an opportunity.

Yours truly,

Sam Tilden

**1889. Phonograph - Foreign - General (D-89-58)**

This folder contains correspondence and other documents relating to the commercial development of Edison's phonograph in France, Germany, Russia, and Latin America. Some of the letters pertain to the presentation of a phonograph to the German Imperial Postal Museum and the demonstration of the phonograph to Czar Alexander III, Peter Tchaikovsky, and Anton Rubinstein. Many of the letters are by Julius H. Block, Edison's phonograph agent in Russia. Also included are two letters, written by Block in 1922, enclosing phonograph testimonials made in 1889.

Approximately 60 percent of the documents have been filmed. The following categories of documents have not been filmed: routine requests for information; routine inquiries about foreign sales agencies; letters of transmittal; other routine business correspondence; duplicate copies of selected documents.

Phono- South American

LAW OFFICES OF
DUNCAN, CURTIS & PAGE,
SAMUEL A. DUNCAN, ROBERT H. DUNCAN,
LEONARD E. CURTIS, PARKER W. PAGE.
EQUITABLE BUILDING,
120 BROADWAY, NEW YORK.

Ack Jan 10 89

January 8, 1889.

A. O. Tate, Esq.

Care T. A. Edison, Esq.

Orange, New Jersey.

Dear Sir:-

I had a conversation with Mr. R. N. Dyer, attorney for the Edison Co., relating to the introduction in South America of patented inventions on phonographs. A gentleman, Mr. Woodrun, of Virginia, has lately been travelling in the Argentine Republic in the introduction of cigarette machines made by clients of ours, and has, as he thinks, unusual facilities, in connection with his acquaintances there and his knowledge of the people, their wants &c., for introducing and selling phonographs--perhaps to the extent of making sales of the patents &c.

I can say of Mr. Woodrun that he has had great success in the work which he has done for our clients, and he is spoken of as a highly honorable, intelegent and capable business man. From my own short acquaintance with him I can simply say I have seen nothing which would tend to disprove this estimate of him. He certainly seems to be a gentleman.

Now Mr. Dyer advises me to write you to this effect: Whether if Mr. Woodrun (who is now in Virginia awaiting the manufacture of machines to be shipped to South America) should call upon you or Mr. Edison there would be a fair probability that some proposition would be made to him, or that he could be put in the line of nego-

tiations with some one who has the right to deal in the invention for South America and his course made more easy by a personal interview with you. Mr. Dyer said that he understands that the management of the foreign patents has been put into the hands of Col. Garand of London, but he is of the opinion that it might be advisable for Mr. Woodrun to see you and Mr. Edison, and that very likely you might be willing and able to arrange for him with Mr. Garand.

I will add that Mr. Woodrun seems to be in earnest in this matter and would, I think, if he could receive any encouragement from you, through me, come up from Virginia and see you.

Please advise me in this matter at your early convenience, and oblige

Very truly yours,

R. H. Duncan,

of Duncan, Curtis & Page.

Dictated.

On phono Germany

No. 54171 &c.

In any further correspondence on this subject the above number should be quoted.

# Post Office Department.

OFFICE OF FOREIGN MAILS.

Washington, D.C. January 22nd, 1889.

Sir:-

Your attention is invited to the following extract (translation) from a letter of the Postal Administration of Germany, viz:-

"The Imperial German Post Office requests the Post Office Department to procure for the German Postal Museum (in Berlin) one of the new Edison Phonographs, as this instrument - according to the newspaper reports - is used very extensively.

"To judge from these newspaper reports, the exhibition of this Phonograph in various cities has been particularly interesting owing to the circumstance that the words of prominent persons in the scientific, artistic and political circles of America have been reproduced at a considerable distance from the place where they were spoken.

"As the German Postal Museum not only exhibits its collection of telegraph and other apparatus, but also endeavors to show to visitors their practical application, it would be very desirable, if some words spoken by some of the persons referred to above could be transmitted with the Phonograph. The Imperial German Post Office would, therefore, be greatly obliged if the Post Office Department would also procure some such words in connection with the Phonograph."

Please inform me, as soon as practicable, if you can furnish this Department with a thoroughly tested phonograph, of the best finish and with the latest improvements, accompanied with full instructions for its use, and with remarks of prominent persons for reproduction, all packed with special care, so as to insure safe transmission to Germany, for exhibition in the Imperial German Postal Museum in Berlin; and if so, what will be the price of the same?

If

Mr. T.A. Edison,

Orange,

New Jersey.

If any improvements in the instrument are contemplated, and it is in your opinion advisable to await their completion before complying with the request of the German Office, I would thank you to promptly advise this Department to that effect.

I am, very respectfully,

Your obedient servant,

Nicholas M. Bell

Superintendent Foreign Mails.

Phono- Foreign - SA

Green B. Raum,
Attorney at Law,
No. 1307 F Street, N. W.

Washington, D. C. [illegible] 188[illegible].

My Dear Tate

I have [illegible] [illegible] Vouck, and can hardly [illegible] yet [illegible] Ballantine [illegible] to you which I trust you received.

I have cabled Col Gouraud as follows:

"Send Terms South American Edison agreeable"

Will you kindly have a letter written as I [illegible] expressing the fact that Mr Edison is agreeable to the negotiations I desire to enter into with Gouraud

and oblige
Yours truly
G B Raum

Phono-Foreign-Central America

JNO. I. SABIN, President.
FRANK McLAUGHLIN, Vice-President.
LOUIS GLASS, Gen'l Manager.

# PACIFIC PHONOGRAPH CO.

EXECUTIVE OFFICE, 322 PINE STREET,
SAN FRANCISCO.

Ans Apr 11/89

April 2",1889.

A.O.Tate,Esq.,

Orange,N.J.

Dear Sir:

We wrote to Col.Gouraud about Feb'y 2nd and applied for the Sandwich Islands and Central America,to which letter we have received no reply.

The parties through whom we propose to operate in both these localities are first class business people and their standing is such that we do not like to trifle with them. If Col. Gouraud has made other arrangements,we would like to know it. And if he has not done so,we feel sure we could operate the Phonograph for him more successfully than any other parties he could reach. As you probably know where he is,we would esteem it a kindness if you would make these inquiries for us.

Very truly yours,

Louis Glass

Gen'l Mgr.

Ans. July 18 '89.

New York Belting & Packing Co.

Manufacturers of

Vulcanized Rubber

MACHINE BELTING, STEAM PACKING, LINEN & CUTTA-HOSE

VULCANITE EMERY WHEELS

HOSE TUBING, MATS & MATTING, CAR SPRINGS &c.

P.O. Box 2180

No 15 PARK ROW.

John H. Cheever, Treasurer
J. O. Cheever, Deputy Treas.

New York, July 15 1889

Thomas A. Edison Esq
Orange N.J.

Dear Sir,

Being in possession of a letter of introduction to you, given to me by Mr Cheever, I take the liberty to address you before venturing a visit to your works. I would, least of all, like to intrude upon you, when any conversation should inconvenience you, yet would feel greatly disappointed, should I not be able to make use of the kind introduction of Mr Cheever's. —

I am pretty certain a short chat with he of mutual benefit as regards business in Russia, & you would, besides, confer a great honor upon writer of

this, if you would [illegible] ly
appoint any time [illegible] ween
wednesday & saturday day
or night, that would suit
you to give me an audience
I return saturday by S.S.
Etruria for Moscow, & would
very much like to give you
some information about
Col. Gourand — my plans
about Russia — facilities
we possess &c —
Hoping to be favored with
a reply I beg to remain
Yours very truly
Julius H. Block

Member of the Trading Firm
"J. Block"

P.S. I had the pleasure of leaving
the first Russian message, impressed
on a cylinder, in London — a personal
address to you, which Col. Gourand
intended to send over to you, in
February this year. Thus I had the
pleasure of being, phonographically
introduced to you "ere this & my voice
could be easily identified" [illegible]

phono

# The New York Phonograph Co.

257 Fifth Avenue Ans. Aug 2/89

UNDER AUTHORITY OF
THE NORTH AMERICAN PHONOGRAPH CO.
AND JESSE H. LIPPINCOTT,
SOLE LICENSEE OF THE AMERICAN GRAPHOPHONE CO.

New York, July 26th., 1889. 18

Dictated to and transcribed from the PHONOGRAPH.

Write to Wangemann that Monsr A Mariani desires him to come to his house say twice — then write Haines that if Mariani will call on Mr W at Paris ex he will be instructed to show the phono on any 2 Evenings he desires —

Mr. Thomas A. Edison,

Orange, N. J.,

My dear Sir:

Monsieur Angelo Mariani, a distinguished resident of Paris, desires very much to obtain a Phonograph. I have consulted Mr. Lippincott for advice, and he has told me to use his name in corresponding with you. Monsieur Mariani entertains in his hotel or house in Paris from one hundred to two hundred of the most distinguished men of letters and of science each Saturday evening, and I believe that the Phonograph would be shown to great advantage in his hands. If you will kindly give me a letter introducing him to some one in authority in Paris, recommending any courtesies that they could extend in this direction to Monsieur Mariani, the same will be greatly appreciated by him and by me.

I remain,

Yours very truly,

Richard Wesley Haines

The New York Phonograph Co.
257 Fifth Avenue

UNDER AUTHORITY OF
THE NORTH AMERICAN PHONOGRAPH CO.
AND JESSE H. LIPPINCOTT,
SOLE LICENSEE OF THE AMERICAN GRAPHOPHONE CO.

New York, August 5th. 1889

Mr. A. O. Tate,

Orange, N. J.,

Dear Sir:

Your courteous favor of the 2nd. inst. just received, and contents noted with much pleasure. I feared that Mr. Edison had been too much pressed for time before sailing for Europe to attend to this little matter, but I see that like everything else you and he have done this matter well also.

Thanking you for your kindness and the trouble you have taken in this matter, and believing that the Phonograph in Mr. Mariani's hands will help the cause, for he is a great enthusiast on the subject, I remain

Yours very truly,

Richard Crowley Haines

Dictated to and transcribed from the PHONOGRAPH.

Phono - Russia

TRADING FIRM

# J. BLOCK.

REPRESENTATIVES FOR RUSSIA OF:

Fairbanks & Co, H. Disston & Sons,
(Scales) (Saws & files)

W. & S. Douglas, Eclipse Wind Engines &c.
(Pumps) (Wind Motors)

WYCKOFF, SEAMANS & BENEDICT,
(Remington typewriter)

DANIEL, DRAKE & CO.
(Cotton gins)

Coventry Machinists Co Ld
(Cycles)

Joseph Perkins & Sons. nr. Redditch
(Needles)

Willcox & Gibbs Sew. Mach. Co.
Seidel & Naumann.—Dürkopp & Co.
(Sewing Machines)

etc. etc.

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Moscow, (Telegraph adr.)
St. Petersburg, (Telegraph adr.)

August 12 / 24 188 9
188

№

Chas. Batchelor Esq.

Orange. N. J.

Dear Sir;-

These lines are simply to show, that the unlimited hospitality & kindness betowed by you upon me, a stranger to you, were not sown on sterile gound. The days visit at Edisons Laboratory will be memorable to me till my lifes end. I do not know in what words to clothe my hearty thanks & I feel so greatly indebted to you, that I wished I knew a way how to partly reciprocate your kindness & generosity.

The wish you expressed at your departure will be attended to, in every respect. I am proud to say already, that there will be no difficulty in the slightest degree to work the insrtument perfectly well by me. You may imagine how I murded my dear baby all the way to Moscow, never letting it go out of sight. My joy was unlimited, when, on arrival here, I attached a Grenet cell & setting the instrument going, I tried the cylinders & was able to adjust the diaphragm so nicely, that I was able to discern the faintest sound without having the ear tubes, by simply putting my ear to the opening of the diaphragm.

I now anxiously await the 2 boxes, which are on the way & I hope, contain some cylinders, the battery & the funnels, you were kind enough to promise. This will then make the Phonograph complete & I can, beforehand, predict a complete success in the highest spheres & in the scientific & musical world.

Best thanks for your sketch of July 23. I will look into it, when I get the battery. I have attached the largest size of a Grenet cell &, to my great disappointment could but work it one hour the first time & but 20 minutes the second, when the power gave way.

If it does not inconvenience you, you would do me a great favor in advising what solution you would put in. I would also ask you to kindly state when Mr. Edison is sure to be back home.

Again expressing my deep esteem for all I experienced at Orange I remain

Yours very truly J. Block

Dear Sir, I have to be very thankful for the trouble you have taken in sending me the information. I will be obliged to you if you will let me know when Mr. Edison is expected back.

Phono - Russia

TRADING FIRM

# J. BLOCK

REPRESENTATIVES FOR RUSSIA OF:

Fairbanks & Co, H. Disston & Sons (Saws & Tools)
Wm. Wade, Douglas & Ellison Wind Engine (Windmills)
WYCKOFF, SEAMANS & BENEDICT (Remington typewriters)
DANIEL DREXE & SON CO. (Canon pipe)
Coventry Machinists Co. (Cycles)
Joseph Perkins & Sons, nr. Redditch (Needles)
William & Hibbs Saw Works (Saws)
Seidel & Naumann - Dürkopp & Co. (Sewing Machines) etc. etc.

IMPORT OF MACHINERY, HARDWARE & C.

TELEGRAMS
"BLOCK"
Moskau St. Petersburg & Nishnewlodgorod

Moscow, 28th September 1888

Chas. Batchelor Esq.
Orange. N. J.

My dear Sir;- Confirming my letter of 12/24 ult I am able now to advise of receipt of the splendid battery & the 24 extra cylinders sent me. I am sorry I have to trouble you with a few questions, but they are put in order to insure complete success, when ready to demonstrate the instrument, which works simply wonderfully well with the single hearing tube, sent with the battery.

Since I did not get a six-branch tube for reproduction, I constructed one here for 8 persons, but was not successful, when I experimented with it. The sound is very faint. Will you do me the favor & send me a SKETCH how you construct the 6 & 3 branch tubes. Is a certain diameter of the rubber & tube branches of importance; if so what should be the diam. of same?

Another thing I shall have to construct here, is the reproducing trumpet & the big receiving funnel. Could I get a few hints, as to size &c from you. If this be inconvenient, or you think it more advisable to use original attachments ( which by the bye, I believe, I could easily make in having sketches &c) could you not send me per express above utensils, sending me an invoice by return which will be paid immediately on re-ceipt of same.

I am also greatly indebted to you for your considerate way of sending 2 extra jars & coppers. Strange to say it just so happene that 2 jars were broken in transport & one copper. As to the SODA it arrived in so damp a state, that it was impossible to get it into the jars in form of a stick; instead of this I had to throw it in broken up in powder; will it affect the longevity of the battery?? If so how long will it last & what is the real substance of the soda?? It seems to me " Natron bi-carbonium ( caustic soda)".

I found no diffic ulty whatever to set up the battery, nor to work the receiver & reproducer & the effects are so miraculous, that a complete success is certain; I cannot commence my work though before I construct the proper reproducing tubes, in order to let

half a dozen persons hear the intrument at the same time.

I have to repeat my request about the Grenet cell. The opticians here, say that a Grenet can never be used longer than 20 minutes & is good only for small experiments of very short duration. Now I recollect, that you mentioned something like 12 hours duration of the large size cell. I have a very large one & it actually worked but 20 min. & I therefore think it must be the cause of the solution & that you use another kind. The cell contains fully a quart & has 3 carbons & 2 zincs.

I am sorry, that I have to trouble you with all this, but I want to be positive, that I am fully posted in everything, before commencing my demonstrations.

Hoping to hear favorable from you I remain

yours very truly

J. H. Bloch

Bichrom Soda

Phone-

New York City, 9th Sep. /8C

My dear Sir:

I beg to say that Mr. Insull asked me to day to see Mr. Charles A. Cheever about a claim set up by him or his principals against the London Graphophone Company, possibly affecting that Company's title to the graphophone patents abroad.

I succeeded in seeing Mr. Cheever today, and have given Mr. Insull a synopsis of what I discovered in order that he might send it to you by cable, and the object of this letter is to verify the cablegram.

Mr. Cheever had no papers whatever to show what his claim is. They were all taken to London on last Saturday's steamer, by his associate, Mr. Martin, who, Cheever says, went abroad on other business and took these papers along only incidentally. The only information I could get was such recollection as Mr. Cheever had of the papers, which I found was vague.

Mr. Cheever claims that at the time of the sale of the graphophone patents was consummated, certain other parties had an option, which technically speaking had not expired. From Mr. C's statement, apparently the option had probably expired, although Cheever now claims to the contrary. If his claim is a good one, his parties will simply have an action to recover damages, and I do not see how such an action can in any way affect the title. of the patents touching the present owners of them. I asked Cheever whether he claimed there was collusion between the present buyers and the sellers, to the end that the original parties who thought of buying might be cheated out of their rights and their option. He said there was nothing in the papers he had to show collusion, but that possibly there might have been. My opinion is that if there were collusion, so that the present buyers conspired in bad faith with the sellers to injure the original parties, an action might be brought by the latter which would probably affect the title of the present owners.

Cheever stated that all the papers were in the hands of Woodhouse & Rawson, London, who own the claim. He would not let me send their name to you by cable, because he did not wish them approached by you until after Mr. Martin had seen you. But I see no objection to giving you their names by mail.

Cheever thinks that the graphophone people will threaten you by proposing to carry on business in spite of your patents unless you sell to them at their price, and he thinks that in such an emergency it would strengthen your hand if you owned this claim which might invalidate their title to their patents. He is looking for somebody who is willing to pay him money for his claim and he thinks you may be willing to purchase it. That appears to be the true inwardness of the situation.

I hardly think you would invest any money in a claim of this kind, in any event, but I am sure you will not unless you first get competent legal advice as to whether the claim can be made to invalidate the title to the graphophone patents touching th their present owners.

Please excuse the length of this letter, but I feel it to be my duty to let you know just what occurred in view of the fact that you took the pains to cable me to examine and report.

Will you kindly present my compliments to Mrs Edison and your daughter, also to Mr. Tate, and believe me to remain with best wishes

Sincerely yours,

Thomas A. Edison, Esq.,
Care of Drexel Harjes & Co. Bankers,
Paris,
France.

Phono - Gunny

Form R

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | TO |
|---|---|---|---|---|
| 487 | Z | KO | U | 27 |

RECEIVED SEP 18 1889 Heidelberg

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. 17 Sep 1889

To Edison NY Ans'd

Ship Helmholz Berlin Charlottenburg five motor Phonographs dozen recorders receivers Extra with supply cutting Knifes ten lelunde batteries books two barrel blanks

#1 5

3 Phone

Edison

Phono - Russia

TRADING FIRM

**J. BLOCK.**

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WYCKOFF, SEAMANS & BENEDICT,
(Re[illegible] typewriter)

DANIEL P[illegible]GIN Co.
(Cotton gins)

Coventry Machinists Co. Ltd.
(Cycles)

Joseph Perkins & Sons. nr. Redditch
(Needles)

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Seidel & Naumann.—Dürkopp & Co.
(Sewing Machines)

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Moscow, (Telephon 493)

St.-Petersburg, (Telephon 837)

Sept 7 / I 9 1889

188

№

Chas. B a t c h e l o r E s q .

O r a n g e . N. J.

My dear Sir;-

To-day I have to thank you for your kindly remembering me, in mailing the hand book, which I have read most carefully & in which I found some very useful & instructive hints for the future.

I have mastered the wonderful instrument perfectly as far as recording & reproducing goes & there remains but to get a proper multiplex hearing tube to make the affair complete.

What would you think of the idea of putting a hollow wooden sphere say 4" from the diaphragm of the reproducer ( I mean I would take off the branch tube, which you sent, , leave the cork & the small end of the rubber tube attached to the cork, which is put to the diaphragm & attach to this the sphere.) To this sphere , which would be bored in various directions over the upper half, I would attach the double tubes for say 6 - 8 persons. Do you think such an experiment worth making??

I am also experimenting with some differently shaped receiving funnels & covers & will report, if there should be something worth reporting.

I wrote Mr. Insull in regard to dynamos , since we have had several inquiries lately; not knowing, whether the American Co. can sell to us here, I do not know whether I shall be able to get a favorable reply.

I have addressed a few samples (to a friend of mine in N. Y.) of some russian work in cast iron & enamel. The former I asked him to hand to you, the latter, the greatest inventor of any age. They are simply to give you & Mr. Edison an idea of what such a wild country like this is able to produce &, I believe will be liked by you, in giving you an idea of the working of metals in this country. I am sorry the forwarding of same has been detained so long, but I did not find, what I needed, ready & it takes here a very long

time to get anything from the interior or to have things made to order.

Once more thanking you for your kindness & hoping to be of some service to you some time later on

yours very truly

Chas. Batchelor Hay.

Orange, N. J.

My dear Sir:-

To-day I have to thank you for your kindly remembering me in mailing the book, which I have read more carefully & in which I found more very useful & instructive hints for the industry.

I have-meanwhile the wonderful instrument portrayed on the 1st page according & reproducing goes & there remains but to get a proper multiplex boring tube to make the effect complete.

What would you think of the idea of putting a hollow wooden sphere say 4" from the diaphragm of the reproducer ( I mean I would take off the brass tube, which you seat, ) leave the cork & the small cap of the rubber tube attached to the cork, which is put to the diaphragm & attach to this the sphere.) To this sphere, which would be bored in various directions over the upper half I would attach the double tubes for say 6 - 8 persons. Do you think such an experiment worth making?

I am also experimenting with some differently shaped receiving funnels & covers & will report. If there should be something worth reporting.

I wrote Mr. Insull in regard to Cyanam, since we have had several inquiries lately; not knowing, whether the American Co. can sell to us here, I do not know whether I shall be able to get a favorable reply.

I have addressed a few samples to a friend of mine in N. Y. of some russian work in sage iron & enamel. The former I asked him to hand to you, the latter the greatest inventor of my age. They are simply to give you & Mr. Edison an idea of what such a wire country like this is able to produce &. I believe will be listen by you in giving you an idea of the working of metals in this country, but I am sorry the forwarding of same has been delayed so long but I did not find what I needed ready & it takes here a very long time to get anything from the interior or to have things made to order.

Once more thanking you for your kindness & hoping to be of some service to you some time later on

yours very truly

Chas. Batchelor Hay.

Orange, N. J.

Phonograph

Bass & Spottiswoode, London.

# POST OFFICE TELEGRAPHS.

No. of Message.....

Office Stamp.

BROAD-SANCTUARY C SP25 89 S.W.

If the accuracy of an Inland Telegram be doubted, the telegram will be repeated on payment of half the amount originally paid for its transmission, any fraction of 1d. less than ½d. being reckoned as ½d.; and if it be found that there was any inaccuracy, the amount paid for repetition will be refunded. Special conditions are applicable to the repetition of Foreign Telegrams.

Charges to pay } £ s. d.

Handed in at the Berlin Office at 2.59p Received here at 3-27p

TO { Edison Siemens Ln

Shall need untill end of October three thousand marks more cannot have passage before then Moltke bismarck emperor promised records russian emperor invited phonograph imitation from Hamburg is offered for.

N.B.—This Form must accompany any inquiry made respecting this Telegram.

Bass & Spottiswoode, London.

# POST OFFICE TELEGRAPHS.

No. of Message.....

Office Stamp.

BROAD-SANCTUARY C SP25 89 S.W.

If the accuracy of an Inland Telegram be doubted, the telegram will be repeated on payment of half the amount originally paid for its transmission, any fraction of 1d. less than ½d. being reckoned as ½d.; and if it be found that there was any inaccuracy, the amount paid for repetition will be refunded. Special conditions are applicable to the repetition of Foreign Telegrams.

Charges to pay } £ s. d.

Handed in at the Office at M. Received here at M.

TO { Edison

140 marks shall I buy one Wangemann

N.B.—This Form must accompany any inquiry made respecting this Telegram.

Phono - Russia

TRADING FIRM

**J. BLOCK.**

REPRESENTATIVES FOR RUSSIA OF:

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W. & E. Douglas, Eclipse Wind Engine Co. (Pumps) (Wind Motors)

WYCKOFF, SEAMANS & BENEDICT, (Remington typewriter)

DANIEL PRATT GIN Co. (Cotton gins)

Coventry Machinists Co Ld (Cycles)

Joseph Perkins & Sons, nr. Redditch (Needles)

Willcox & Gibbs Sew. Mach. Co.

Seidel & Naumann.—Dürkopp & Co. (Sewing Machines)

etc. etc.

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*Moscow, St.-Petersburg & Eliotherinburg.*

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Moscow, (Telephone 443) 28 / 10 Octobe 188 9

St.-Petersburg, (Telephone 831) 188

№

Ch. Batchelor Esq.

Edison Laboratory.

Orange. N. J.

Dear Mr. Batchheellorr ;-

Not wishing to occupy your valued time with my lamentations about the few queries in regard to the phonograph, I have ventured this time to address a letter to Mr. English & have to report to you to day of an invention, that , I thought, may possibly interest you .

A russian has invented a new cell, which he claims to be far superior to everything invented until now. It is patented in the U. S. & the number is -400215.-, should be interested in getting the patent papers. He wants to sell his patent for America & has asked us to attend to it. He claims the following:

1)- The electroproducing power of the cell is 2,15 - 2,35 volts. (against 1,8 v. of Bunsens)

2)- Its resistance (inside) of the size of 9" x 7" x 6" is 0,6 - 0,8 ohms.

3)- The cell does not polarize .

4)- The current is very continuous. ( I give you the literal translation from the Russian. )

5)- It does not produce any gases.

6)- When the circuit is unlocked the material is not wasted.

7)- The zinc is not eaten up.

8)- The current is very cheap.

9)- Very little attention is needed. Construction very simple.

10)- The liquid does not mix through the diaphragms.

The inventors name is Ishmenetzki.

The size of a battery of 18 cells would be 20"x18"x27".-

Very truly yours

J. Block

lively for us, he has kept us up in the trail of your wonderful instrument by showing it continually from morning to night to Emperors, Kings, generals, bankers, professors – in fact to every body unwinding to anything in public and official life. It has had even the pleasure of having been brought upon the stage in an imitation of a parody – in this manner learning that the Phonograph is indeed "the" event of the season.

Hoping, that the account of the proceedings in our compositors room will find a place amongst your files

I am

Yours very truly

Max Horwitz

Editor Nationalzeitung

Ohne Gewähr

# National-Zeitung.

Ann. Nov 5/89

Berlin W. (8), den October 14th 1889.
Mohrenstrasse 59.

Thomas A Edison Esq
Orange City N.J.

Dear Sir.

Permit me to hand you enclosed the account of the first article published in any German paper with the help of the Phonograph. Quite a number of ladies and gentlemen assisted at this very interesting occasion, and were highly pleased. I may add, that the account published in the Nationalzeitung has been copied in almost every paper in the country.

I understand, that Mr Wangemann intends to take the Phonograph to morrow to Feldmarshall Moltke. This I hope will give us a short space of rest. While the Phonograph was here Mr Wangemann has made it rather

Phono - gimmy

Form No. 3.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

AB CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printing thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. WILLIAM ORTON, President.

| NUMBER | SENT BY | RECD BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 997 | V | K | 99 | Berlin |

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. Oct 18 1889

To Edison NY

Phonograph great successes in Berlin graphophon here three weeks left for Vienna hardly shown siemens desires letter explaining fully your stand towards graphophon to contradict rumors leave Kaiserhof Sunday for Vienna grand hotel mail Cutting Knives - Wangemann

Phono - Russia

TRADING FIRM

# IMPORT OF MACHINERY, HARDWARE & C.

**J. B. LOCK**

REPRESENTATIVES FOR MANUFACTURERS

Fairbanks & Co. Blanton & Sons, (Scales) (Scales and Safes)

W. & E. Doyle, (Guns) Wm Tullis (Pumps) (Vessels Makers)

WYCKOFF, SEAMANS & BENEDICT, (Technological Apparatus)

Coventry Machinists Co Ld (Cycles)

Joseph Perkins & Sons ltd Redditch (Needles)

Milligan & Elliott New Mach. Co (Scales)

Seidel & Naumann - Dürkopp & Co (Sewing Machines)

October 7 1888

Enclosed CHEQUE £ 25.-

Chas. Batchelor Esq.

Edison Laboratory.

My dear Sir,

I am very much obliged to you for your kind reply re funnels & have ordered them to be made immediately. I understand the sizes to be inches & decimals, which brings the big funnel only to 10.0", whereas the diameter of the kind you use & seen in N. Y. is about 36". I suppose I will do right, if, after my first experiment with this size, given by you, I will get a funnel made with opening of 36" & rest of proportions as per size given by you for the smaller one.

The solution you sent me for the Grenet cell, is the same used here, & which lasted but 20 min. I will find out the other solution

In a few days time I will be able to show the apparatus to the greatest living composer, P. TSCHAIKOWSKI". Naturally it will be as desirable for you as for me to KEEP a phonogramm of each of the celebrities I will be able to procure, as for instance: The Emperor, Tschaikowski, Rubinstein, besides a few pieces performed by: Rubinstein, Mershwinski, Sembrich, Saint Saens, Gounod, Massenet, Dvorak & other celebrities, who are coming here this winter to perform & to whom I can be introduced by Tschaikowski & Rubinstein. Besides this we have a gallery of national celbrities, which would not be of general inrerest. In order to do this my 24 cylinders, of which some are not true enough to be used, would soon be all used up & I therefore would ask you to send me some more. At the same time I wanted to state, that if you have some pretty well used up cylinders( having but little wax left ) they will answer, because they are to be PERMANENT Records. Tschaikowski would like to make experiments in using the phongraph for composition; In order to do that we would have to use a fine screw. I therefore enclose a CHEQUE on the National Provincial Bank of England for L. st. 25.-, asking you to kindly make use of same for sending me a few parts & some cylinders, in order to be fully equipped for the, rather important, mission I want to undertake.

Fact is I became almost ill, when I saw how the thread of the L main screw became injured through letting down the arm; yet, after investigating the matter closely I dont see any way of avoiding this affair. My request to-day is to kindly send me one extra screw as had & one with 200 threads to the inch. Should the fine screw act as well as the other one I would prefer 2 fine ones with the upper part naturally in duplicate as well. An extra belt of each kind & extra brushes, I believe would not do harm. If you could forward all this per Baldwin express & possibly add an eight branch listening tube you would greatly hepl me to get matters in ship shape order.

In order to have a good portable battery to take with me, I ordered one from the C. & C. Motor Co. which I hope will work satisfactorily. When I was kindly shown through the works by you, I saw a new ~~[illegible]~~ you were just finishing for applying to the electric light wires. Since we have a central station with continuous current of 100 volts, such ~~[illegible]~~ would, in many cases substitute the battery & facilitate matters for me. I will write out an order for the sundries & enclose it & will send you an additional sum to cover the cheque should be insufficient.

Hoping to hear favorably from you by return, always gald to reciprocate your kindness, [illegible]

Yours very truly,

P. S. I shall be short of cash, given by you, I will get for my little Kodak with this size, given by you, I will get a turn-table with opening of 30" & rest of proportions as for size given by you for the smaller one.

The addition you sent me for the Gomez cell, is the same used here, & which I tried last so min. I will line out the other addition in a few days time I will be able to show the apparatus to the practical living composer, P. TCHAIKOWSKI. Naturally it will be as desirable for you as for me to MEET a phonograms of each of the celebrities I will be able to produce as for instance: Mr Imperor, Tschaikowski, Rubinstein, besides a few pieces performed by Rubinstein, Marchinski, Sonchiel, Saint Saens, Gounod, Massenet, Dvorak & other celebrities, who are coming here this winter to perform & to whom I can be introduced by Tschaikowski & Rubinstein. Besides this we have a gallery of national celebrities, which would not be of general interest. In order to do this my 88 cylinders would have to be taken out & put in order, which would take too much time, would soon be done, if this scheme are not too much to be used. I will send up all used up & I shall be very happy if you would send me some more. At the same time I wanted to state, that if you have some pretty well made up cylinders having but little wax left, they will answer, because they are to be PERMANENT RECORDS.

Tschaikowski would like to make experiments in using the phonograph for composition; in order to do that we would have to use a time screw. In order to do this I shall be able to kindly make use of some for sending me a few parts & some cylinders, in order to be fully equipped for the rather important mission I want to undertake.

Bank of England for Dr. at. 25-, asking you to kindly make use

piano - Russia

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J. BLOCK

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W. & E. Langley Collins Wind Instr. (Pumps)

WICKERS, SEAMANS & BENEDICT. (Locomotives)

Coventry Machinists Co. (Cycles)

Joseph Ewing & Sons. (Needle makers)

Milford & Clyde Saw-Mach. Co. (Saws)

Scidel & Naumann. (Typewriters)

Telegrams: Block Moscow, St. Petersburg & Kharkhov.

We use the Lieber's Code 4th Edition.

Cable: Bachelor Esq.

Dear Sir,

My dear Sir:

Yesterday I had the pleasure of seeing the Phonograph, which I begin to envy you, but this time it will be "invoked" upon the grand opera, the private concert of the Russian Imperial Family, the Russian composer, who demonstration to our celebrated composer, who makes a study of Music, the Russian Imperial Society of Music Lovers, director of the Conservatory, Professors of the Conservatory, Tschaikowsky, as well as his friends were all amazed and at a loss for words to express their astonishment at the great wonder of the phonograph worked wonderfully well with the branch tubes, constructed as per your device, with a Graves cell, which I procured with a selection prepared by myself as follows:

Parts water: 1 1/2 parts nitric: 1 parts bichromic: 2 3/4 parts sulphur: acid, poured into the former solution in a very fine stream, while stirring the liquid at the time. Soon, after it has cooled down, it commences to crystallize, and then it works successfully for a period of 20 hours, but worked strongly, when the former solution. It gave ample time to reproduce the principal splendid phonograms, you so kindly gave me to make a recording trial, which of course ended as unsuccessful as my former attempts with the piano, through overexcitement of my part, chose with a most dangerous trinket for such an old phonograph. I am now quite "heartbroken" & apply to you for help. The piano, the diaphragm broke, while the reproducing bell pierced the cylinder which also broke, all due to the diaphragm holder falling back on the cylinder, of my last barrier request is: please send me a lot of complete diaphragms & air extra & glasses. For the reproducing point to the glass, which I believe is the cause of all the trouble, I am sending you a sample, with the necessary instructions, which I believe to be the best, with the great kindness to send me the "Graves" diaphragm, which is the best, I am so nervous, that I forgot all the particulars, which I know I made them actually yesterday to calm down, it has affected me the

Epersport

more, because I succeeded so wonderfully well.

The second trouble is of as great importance as the first one for another reason: I have made several attempts to record speaches & music. The talking comes out over so much better, than music, but has not the true pitch & clearness as it should have, so that the voice, though heard well, cannot be recognised.

Even this would not be so great a drawback, if the ENTIRE cylinder would work alike, but now comes a-most CURIOUS fact: Out of 10 - 15 experiments made, there was not a single one, where the cylinder recorded the talking at a uniform speed from beginning to end, though the governor worked properly & the battery was in goo d shape; I am positive of that, because I watched the number of revolutions of the cylinder & it invariably occurs, that, after the cylinder reproduces the first few words & sometimes phrases quite uniformly & distinctly, it then commences to rattle off the middle part at a terrific speed, taking almost the normal talk at the end. With musical performances this is still more striking:

At the beginning, I can hear pretty well, what I played, formerly after 30 or 35 now at 20 (on the scale), the harmony suddenly ceases & a terrific conglomeration of sounds, the piece in a most mutilated state comes to the ear of the listener. Sometimes it is possibly to decipher the melody played at prestissimo, but generally it sounds as if a dozen acrobats whirl their indian clubs over the keys, thereby emaking almost every sounding existing on the piano. Imagine a procession, running like fifty atomschaises, would have a very pretty effect. The cause of this strange action is quite a mystery to me. I Because putting in any of the musical cylinders you gave me, the tempo is always quite uniform & there has not been a single instance of such a terrific speed. Because I cannot find any change in the speed during the working of the recorder, nor could there be, where the governors & pattern are all right. What strikes me most is the absolute constancy of this occurrence & I am absolutely unable to explain it. Now I do trust you will be able to give a clue to this, I do not find any explanation mentioned in this in your hand book, I would not write such a lot about this if it were not of very great importance for me to get this trouble remedied without any delay. Fact is Tschaikowski has promised to persuade Rubinstein, to permit me to take up a few phonogramme of his farewell concert. Which he is going to give here during the celebration of his 50 years jubilee. This will be his last appearance & you may imagine how the whole world will be grateful to the great Edison for giving the world the possibility of hearing Rubinstein long after his last performance. I learn if newspapers reports are correct, that Mr. Edison has already solved the problem he spoke to me about, of multiplying the phonograms. If that is the case, you will do a great deed by helping me to get together some phonograms of that great event & I may already express my venture with certainty, that the exploitation of this future manifolding in the hands of Mr. Edison & have, to him no doubt, to show to me how to manage it.

Phono. Russia

TRADING FIRM

**J. BLOCK.**

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IMPORT OF MACHINERY, HARDWARE & C.

ADDRESS J. BLOCK | TELEGRAMS BLOCK

*Moscow, St.-Petersburg & Ekaterinburg.*

We use „A. B. C. Code" 4-th Edition.

Moscow, (Telegram 49) 16 / 28 Oct. 89. 188

St. Petersburg, (Telegram 497) 188

C. B. Esq. #2.

№

I have arranged an album, which is to serve the purpose of collecting autographs of all prominent men, beginning with the czar.

Tschaikowski & the professors have already written down their impression received from listening to this wonderful instrument & , no doubts, it will give some pleasure to read those expressions, when fully collected, to Mr. Edison.

And now, I do not want to take up more of your valuable time & would ask you to write me to whom I may address my applications for advice in urgent cases, so as to avoid bothering you always???

You will understand, that I am very anxious indeed to receive prompt & minute replies, since I will not spare any amount-s necessary to bring my scheme to a successful end, but this a matter of impossibility without your assistance.

You cannot well understand what exceptional interest I take in this matter & I gladly put my heart & soul into this affair, which I consider a great honor & with special pride, I am glad to sacrifice a good deal of business in order to bring my aims to a successfuo end, viz: to demonstrate the phonograph to its very best advantage to all Russia, whatever the future result in regard to the commercial part may be, since I cannot know who CoL Gouraud will appoint as representative. What I am aiming at is, to close my successful demonstrations before the ground is tampered by any inexperienced man & so install " all the glory, that is due to the great Edison" as Tschaikowski expressed himself.

With my warmest wishes to you & deepest esteem to Mr. Edison

yours very truly

J. H. Block

Phono - russia
Form No. 2.

# TRANS-ATLANTIC CABLEGRAM.

THE COMMERCIAL CABLE COMPANY
ATLANTIC OCEAN
MACKAY-BENNETT CABLES
PATENTED DECEMBER 20, 1887.

No. Message, 45

No. of Words, 14

OFFICES:
NEW YORK, 1 Broad St., (Drexel Building).
Stock Exchange.
"Herald" Building.
9 Beaver Street.
442 Broome Street.
30 Union Square.
Hoffman House.
BOSTON, 77 Milk Street.
101 State Street.

NOV 11 1889 188

The following CABLEGRAM received, "Via Commercial Cables," at 6 P M. subject to the terms and conditions printed on the back hereof, which are ratified and agreed to.

From Petersburg To Edison Ny

| | | |
|---|---|---|
| Upon | Czars | invitation |
| introduced | your | creation |
| surprise | admiration | |
| Full | paralization | |
| | | |
| | Block | |
| | | invitation |

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

[FROM JULIUS H. BLOCK?]

phono. foreign

Form No. 1

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

AT CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following Message.

THOS. T. ECKERT, General Manager. [illegible] GREEN, President.

| NUMBER | SENT BY | HOURLY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 12042 | Kdk | 26 | Wien | |

Received at CENTRAL CABLE OFFICE. 16 Broad St., New York

RECEIVED 1889

NOV 16 1889

To Edison NY

Ans'd ..... 188

Full admiration of your genius
Just shown by our countryman
wangemann through your phonograph
association niederwald wishes
to give thanks and Cordial greeting

Dear Sir, St Petersburgh, 7/12/1888.
Ack Dec. 5/89

You had the great kindness to entrust the introduction of your wonderful invention, the Phonograph "into Russia, - to my brother Ivan Lins. I need not tell you and it will hardly interest you, that you have quite enchanted me with it, but it might perhaps not be indifferent to you, if you knew, to what extent this is the case.

I have occasionally felt my lack of knowledge of the English language very deeply, and this is one of the most depressing instances.

I hope, nevertheless, that you will receive with kindness the lines written in German, that accompany this letter, as a humble sign of my great admiration of your genius. Most sincerely yours

William Lock.

Thomas A. Edison, Esq.
Orange, N. J.

[ENCLOSURE]

phonograph

EDISON ... graph.

Was ist der Mensch? Ein Hauch, ein Nichts;
Ein gluehender Funke ewigen Lichts,
Der auf der kalten Erde zischt
Vor Schmerz, & ewig dann erlischt.
Was bleibt von ihm? Ein Fleck,- sein Grab;
Denn Jeden loest ein Andrer ab.
Das ist ein doppelzuengig Wort:
"In seinen Thaten lebt er fort!"
Der Geist der Zeit wird ewig waehren,
Den seine Thaten treu verklaeren;
Er selbst, nach menschlichem Ermessen
In wenig Jahren ist vergessen.
Vergebens sucht Ihr festzuhalten
Sein Bild durch freundliche Gewalten.
Es "ist" sein Bild, & doch, gewoehnlich
Erscheint es uns nicht "sprechend aehnlich".
Jetzt hast Du Zaubrer unsrer Zeit
Von diesem Mangel uns befreit
Durch Deines Wunderkindes Macht,
Das weint wie wir, & gleich uns lacht.
Die Stimme nur vermag zu zeigen
Uns wie wir sind an uns, ureigen;
Die Stimme giebt des Herzens Toene;
Ihr Wohllaut zeugt von innrer Scheene;
Ihr Misston deutet Leidenschaft,
Emporgewuehlt aus innrer Haft.
Es steigt bei unsrer Stimme Klange,
Gleichviel in Rede oder Sange,
Auch unser Bild getreu empor
Hervorgezaubert durch das Ohr.
Du wirst in Zukunft Trost gewaehren
Den Kindern, die mit heissen Zaehren
Der Mutter vielgeliebtes Bild
Zurueck zich rufen schmerzerfuellt,
Dem Gatten, der mit ihnen trauert,-
Denn alle lauschen, lustdurchschauert
Den wohlbekannten Kosenamen,
Die gleichsam aus dem H Jenseits kamen;
Dem Freunde bist Du Troester auch,
Wenn ihn, nach dieser Erde Brauch,
So Neid wie Hass will bass verdriessen,
Kann er des Todten recht geniessen;
Dem Ehrgeiz & dem Kuenstlerthum
Beutst frischen Lorbeer Du & Ruhm
Und weisest ihnen neue Bahnen
Die wir an heut'gen Tag kaum ahnen,
Denn einzig & allein durch Dich
Erkennt man ganz, wie klein das "Ich".
So hast Du Meister uns gegeben
Auf Erden schon ein kuenft'ges Leben,
Gabst Dauer unsrer krausen Spur
Im Lebensbuche der Natur,
Erhoehtest den Gehalt des Lebens,
Gabst einen Zielpunct alles Strebens,
Und draeust dem frechen Boesewicht
Auf Erden, mit dem Weltgericht.

St. Petersburgh, Russia,
(Aug. 22) 10/22 XI 1888.

William Lee.

Phonograph - Russia

TRADING FIRM

**J. BLOCK.**

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Moscow, (Telephone 433) 10/22 nd. Novem. 188 9.

St.-Petersburg, (Telephone 533) 188

№

Charles Batchelor Esq.

Orahge, N.Y.

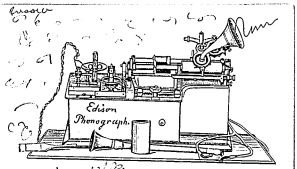
Dear Sir,

We are in receipt of your favor of the 5 th. inst. returning cheque & beg to thank you for same, you may believe that your generosity is fully appreciated on this side.

Our Mr. J.H.Block who has been demonstrating the Phonograph & who has had the pleasure of correspondéng with you is at present from home & will answer your favor fully on his return.

Yours sincerely

J Block




Ich sag' es leis, ich sag' es laut,
Genau wie es mir anvertraut.

Vienna Nov. 27. 1889. –

Thos. A. Edison Esq.
Orange. N. J.

My dear Sir, –

I hope the short cable from St. Petersburg, announcing the grand success at Gatchino, reached you safely on the 11th or

12th inst. The Czar was naturally greatly astonished, pleased, excited, charmed; in short his mind underwent a change as any mind of an intelligent being must in listening to your great wonder. –

The result of my very successful demonstration was the question put to me by the Czar whether & when he could receive such an apparatus – Unluckily I could but say I did not know. This answer could not, naturally, leave a good impression, since the Czar knows pretty well, that many sovereigns, scientists & Bismarck were presented with your wonder by you.

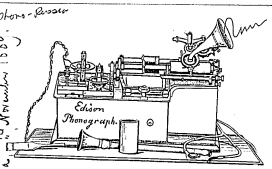
The Czar being greatly interested in your wonderful invention, could you or would you not put him under the same category as the others. If this be inconvenient would you kindly show me the channel of procuring one for above purpose. I would like to present him with one, if there is a chance to do it.

With the beginning of publicity of your apparatus in Russia I received inquiries from all ~~prices~~ sides – about prices – &c – Naturally I can but say "I know not"; yet this does harm to future business in this article & I therefore intrude upon your kindness with a second question: "Can you help me

to put me on the right track
to find out what your people
(the Europ. Co.) intend to do with
Russia – since we never received
a satisfactory letter from
Col. Gouraud & I would be hear-
tily sorry if this splendid inven-
tion should fall into the hands
of some inexperienced people,
who may, by a wrong start,
lessen or perhaps even undermine
the great futurity of this article
in Russia. –
With hearty greeting & thanks
for all your kindness bestowed upon
me, always at your service
Yours very truly J.H. Bloch

Phono-Rosso

Vienna, 1st November 1880.




*Ich sag' es leis, ich sag' es laut,*
*Genau wie es mir anvertraut.*

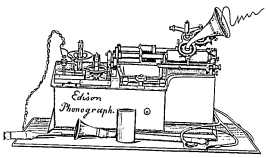
Chas. Batchelor Esq.
Orange. N. J.

Dear Mr. Batchelor

On my way to Italy I find a spare moment to report to you my grand success in St. Petersburg, of which I gave a hint in a cable to Mr. Edison, the day after my demonstration, viz:

Nov. 11. — Sunday Nov. 10 —
the demonstration took place
in the palace at Gatchina.
The Czar had invited a
number of friends (there
were 39 present) amongst
which were 2 brothers &
his children, some ministers
& courtladies &c —
I was asked to show & ex-
plain the phonograph after
dinner, which ended at 8 3/4.
I had a branch tube for
8 to listen, on a neat adjust-
able stand, had the 24 cylinders
with me & a few new ones
I had prepared for the occasion.
After a short explanation
I proceeded with one of your
cornet solos, since the emperor
is a cornet player himself —
Miss Stewart was listened to
with great attention & the
waltz found approbat. —
Special furore I produced
by reproducing the diff.t
noises. Naturally the falling
off of the plank created
quite a sensation — of
which the papers were full
the next day. — Both the
Emperor & the Empress
expressed their great satisfaction
& stated, that they were sur-
prised of the clearness & inten-
sity of this phonograph com-
pared with one they heard at
the palace of the King of Denmark

He was greatly interested & asked a lot about Mr Edison & his laboratory, asking several times whether show it were possible to purchase a phonograph. I could not say anything as both probabilities when & how they would be introduced into Russia - explaining at the same time, that this one apparatus was given to me by the great inventor as a special favor with the view of demonstrating it to him & to the various Scientific & Musical Societies in Russia.




Ich sag' es leis, ich sag' es laut,
Genau wie es mir anvertraut.

With an accumulator of a new Russian system (Jablotchkoff) I had more success in working the "Recorder" - & with patience after having take the minor parts to pieces & studied them, I ~~[illegible]~~ obtained very good results in talking - but had no chance to try the piano or other instruments. The Emperor would not speak into the phon - or I would have sent the cylinder to Mr Edison

ere this. With great difficulties he persuaded the empress to say a few words & the Gener. Richter spoke -
After 1½ hours I was dismissed with thanks from the emperor & empress - They both were very kind, plain & pleasant in their talk & I felt more like talking to some old friend in their home, than to such a powerful personage as the Czar of Russia, ruler of a hundred million souls.
Surely I may here repeat the phrase uttered by me to Mr. Edison - it is easier to be received by the Czar of Russia, than it is to receive an audience at Col. Gourand's. Naturally I did not see him on the way from your country to Russia, but am put in a rather awkward position, since I receive inquiries from all sides & cannot give any answer about the future fate of the phon in Russia. - The day after Gatchina I was asked by the Ministers of the Court, - Count Woronzoff Dashkoff, to show the phon - He had invited some of the Ministers & other high personages, who were all quite

Paralyzed. — The day after that we showed the wonder as it is called here, to the professors & literary men & the next day for the [illegible] for Davis for [illegible]. All papers had most praising & interesting articles about the [illegible] next morning & they visit to the Gatelinas [?], after the appearance at the [illegible] there was seven [illegible] to the papers - to those [illegible] as [illegible] & I sent [illegible] to Edison to [illegible] a phonograph sent to [illegible] who [illegible] asked several times for same.

+ Most people can't understand my answers that I know nothing of the commercial part

that I have this specimen is under [illegible] scientific [illegible]

Ohono - Sweden

Form No. 1.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 40 | Cu | S | 25 | Svalof Sweden |

Received at ORANGE, N. J. Nov 27 1888.

To Edison

Orange N.J.

Your marvelous phonograph exhibited Svalof Sweden today eminent success hearty congratulations first phonographic message to the Swedish King

Ruben Welinder

To guard against mistakes on the lines of this Company, the sender of every message should order it repeated; that is, telegraphed back from the terminus of said lines to the Originating Office. For such repeating, the sender will be charged in addition, one-half the usual rolls of this Company, on that portion of its lines over which such message passes.

This Company will not assume any responsibility in respect to any Message beyond the terminus of its own lines; and it is agreed between the sender of the following Message and this Company, that said Company shall not be liable for mistakes or delays in transmission or delivery, or for non-delivery to the next connecting Telegraph Company, of any unrepeated message, beyond the amount of that portion of the charge which may or shall accrue to this Company out of the amount received from the sender for this, and the other companies, by whose lines such message may pass to reach its destination; and that this Company shall not be liable for mistakes in the transmission or delivery, or for non-delivery to the next connecting Telegraph Company, of any repeated message, beyond fifty times the extra sum received by this Company from the sender for repeating such message over its own lines; and that this Company shall not be liable in any case for delays arising from interruptions in the workings of its lines, nor for errors in cipher or obscure messages. And this Company is hereby made the agent of the sender, without liability, to forward any message over the lines of any other company to reach its destination.

This Company is not to be liable for damages in any case, where the claim is not presented in writing, within thirty days after the sending of the message.

Herald 1110
450
55
16.15
Trib 46
400
446
Clemens Bros & 66
Otto Jones

M. phono - Germany

No. 88.628 Ger.

In any further correspondence on this subject the above number should be quoted.

# Post Office Department

OFFICE OF FOREIGN MAILS.

Washington, D.C. December 10th, 1889.

2 phonos
50 cylinders
100 blanks

Ans. Dec. 12/89.

Sir:

Referring to your reply, under date of the 23rd of January last, to this Department's letter of the preceding day, No. 84 471; I have to invite your attention to the following extract (translation) from a letter of the Postal Administration of Germany dated the 23rd ultimo, viz:

"According to the letter of the Post Office Department of January 25th, 1889, Mr. Edison has referred our request for a phonograph of the most recent construction for the Imperial Postal Museum, to his Agent for Europe, Col. Gourand of Little Menlo, instructing him to arrange this whole matter by direct negotiation with the Imperial German Post Office. This Office, therefore, opened negotiations with Col. Gourand, but so far has not been able to obtain the desired phonograph. Meanwhile, Mr. Edison has caused several specimens of his phonograph to be transmitted direct to various Institutions in Berlin, e.g. the 'Physico-technical Institution', the 'Urania' &c. &c. . In this condition of affairs, and as it is not desirable that the Postal Museum, which possesses one of the most complete collections of electrical apparatus, should be behind other institutions in this respect, we are exceedingly anxious to obtain as soon as possible a phonograph for the Postal Museum.

"Relying on the courtesy, hitherto shown by the Post Office Department in this matter, the Imperial German Post Office would request the Post Office Department once more to ask Mr. Edison, as so soon as possible to fill our former order for a phonograph of the most recent construction, and add the articles mentioned in the enclosed list. It would be very desirable to receive at the same time a number of American phonograms—speeches of prominent persons, pieces of music, &c. &c.—as has already been stated in our letter of December 31, 1888.

"The Imperial German Post Office would be greatly obliged, if the Post Office Department would kindly act as an intermediary for paying the money to Mr. Edison, and for transmitting the phonograph to Berlin.

"The Imperial German Post Office encloses herewith, for transmission to Mr. Edison, a copy, each, of the latest catalogue of the Postal Museum, and of a pamphlet entitled "The Postal Museum" by F. Hennicke.

The

Porf. Thos. A. Edison,
Orange,
Essex County,
New Jersey.

"The Imperial German Post Office will be greatly obliged by an early reply."

I enclose, herewith, the pamphlets referred to in the foregoing extract; and would be glad if you would inform this Office as to what action you will take in regard to furnishing the desired phonograph, phonograms, and the following additional articles which constitute the "list" mentinned in the extract, viz:

"150-200 wax cylinders,
2 recorders, and five glasses belonging thereto,
3 small knives for smoothing the cylinders,
3 reproductors, with the 3 small knives and small globes belonging thereto.
3 pair of straps, and 3 wire brushes for the motor."

Your early attention to this matter is requested, in order that a prompt reply may be made to the German Office.

I am, very respectfully,

Your obedient servant,

N. M. Brooks,

Acting Superintendent Foreign Mails.

Samuel Insull, President.
Frances R. Upton, Vice Pres't.

Henry M. Francis, Treas'r.
Thomas Butler, Secretary.

# Canadian Edison Manufacturing Co.

Treasurer's Office,
Imperial Building,
Montreal.

FACTORY AT SHERBROOKE, P.Q.
JOHN LANGTON,
GENERAL MANAGER.

Head Office,
19 Dey Street,
New York City.

Montreal, Canada, Decm. 11, '89.

A. O. Tate Esq.,

Private Sec. Thomas A. Edison,

Orange, N. J.

My dear Mr. Tate:--

From the advertisement in the ~~above~~ enclosed Programme it appears that an Edison Phonograph will be adopted in the Play the coming week at the Academy of Music in this City.

As the Phonograph has been patented in the Canadas, I believe this bringing of the Phonograph into the Dominion might possibly affect the Patents; and as I know of no one else to send the information to I have presumed to send it to you, concluding that if it is necessary, you will give the information to the proper Parties.

By the way, can you give me any information as to what action has been taken if any, looking to our manufacturing the Phonograph? I have been asked the question as to when the Phonograph will be ready for sale in Canada and in the absence of any positive information have stated that the matter had been unavoidably delayed.

Mr. Insall when I last saw him in New York stated that Mr. Edison was about completing a new type of Phonograph.

If you are liberty to do so, will you kindly inform me when this Machine will be ready.

Mr. Barr on his return from New York stated that he had secured an interest in the talking Doll, and that he expected very shortly, the Models, now being dressed in New York; and that we should have the manufacturing of this Doll at our Sherbrooke Works.

Once this information gets abroad that Edison talking Dolls are to be sold we shall undoubtedly be called on to furnish them at once.

If there are any Blue Prints or other data that would enable our General Manager, Mr. Langton to look into this subject and make necessary preparations, could you not send me a copy of the same, that is if we are to do the manufacturing.

Yours very truly,

A. M. Francis

P.S. I had expected to have called on you when last in New York, but pressing business matters with our President prevented. I wanted particularly to see you & get a Copy of Mr. Edison's Photograph with his Signature attached. Can you send me a Copy for my Office -

Yours Truly Francis

Ans. Dec. 23/79

New York, 56 West twenty-fifth Street.

December 5th

Hon. Thomas A. Edison

Orange.

Dear Sir:

The journey made with your ingenious invention, the Phonograph, through Europe and Hungary by Mr. Hangsman, has excited the greatest interest of all the leading cities in my native country and I received many letters from abroad, which asked me for a great many details according the named invention.

Although I had the pleasure to be allowed to visit your factory in May

last, I should not, however, a great value upon being able to call, there once more and to get from you, sir, or your assistant some useful information and explanations relating to the phonograph and its practical use.

Please give me kindly notice, whether and at what time I should be allowed to call, and you will greatly oblige

your very respectful

Anton von Palitschek
Ph.D.

To R. Consul of Austria-Hungary.

Palitschek

Phono-Germany


**Leipzig.**
Markt No. 14.
Fernsprechstelle No. 259.

**Dresden-A.**
Wallerstrasse No. 4.
Fernsprechstelle No. 6.

**Dresden-N.**
am Markt, gr. Klostergasse No 13.
Fernsprechstelle No. 522.


# SÄCHSISCHE BANKGESELLSCHAFT.


Adresse für Depeschen:
**„Bankgesellschaft."**
Reichstaats-Ufer-Bank.


Dresden den 19 Dezember 1889

Dear Mr. Edison! Ans Jan 17/1890

Privatim!

I hope Colonel C. E. Gouraud back in London and to see him soon in Berlin for finish our negociations in Germany. –

I send you hereby an newspaper notice for show you that I have presented your Photograph also in the Parliaments of the German Empire in Berlin and the Kingdom of Saxony in Dresden. –

I hope to receive so soon as possible the newest form of Phonograph by Colonel C. E. Gouraud and that you received my box with the Phonogramms and the Speech to the King of Saxony by the Phonograph. –

Separate I send you the Portrait-Picture of your newest dolls in Berlin. With kindest respects

I remain Dear Sir Your obedt

Emile Bruellmann

Phono-Germany

GESELLSCHAFT URANIA
VORSTAND.

Fernsprech-Anschluss Nr. 126.

Journ.-No.....

Bitte in Antwortschreiben obige Nummer anzuführen.

BERLIN NW. 40, den 21 Decbr 1889
57/62. Invalidenstrasse.

Thomas A. Edison, Esq.
Orange N.Y.

Ans. Jan. 21/1890

Dear Sir,

The undersigned Directory of the "Gesellschaft Urania" presents you his warmest thanks for the two excellent specimens of your wonderful new phonograph sent to him, as well as for the rich collection of musical and other rolls and furniture.

This munificent gift has become one of the most attractive and interesting objects of the establishment and many thousands of visitors were put in astonishment and ecstasy by your splendid invention.

If with what sever we can repay our debt of gratitude to you we shall do so by endeavouring to procure the greatest possible enjoyment of the excellency of your phonograph to the hearers by the means of most carefully managing it.

On this occasion we would not like to fail telling you that, already when our society was found we wrote the name of "Edison" on our shield as an inspiring element;

Our statutes say;... Indirectly the utility of our institutions for the science must consist in

a lively and frustifying incitement that it may carry into those wide parts of a great laity, from which so often went forth great men whose a dent interest for natural studies and whose penetrating inventive genius did not find their germ and first nutriment on high universities and colleges. May we think of Herrschel Bessel Faraday Edison etc.

If besides the multitious joy in contemplation of nature and the high recreation excited even in the simplest minds by appeasing their desire of knowledge if, we say the institutions of the "Urania" in the current of the coming decennium will succeed in rejoysing and elevating many persons and also in sowing some grains of corn into a fertile ground, so that they grow richly by a self-dependant creative genius, our best task will be accomplished."

If at last we dare touch a question of business we should like to beg you kindly to advise us upon which way and conditions your new phonographs are sold.

We have inquiries on this subject rather

every day from all parts of Germany.

We further remark that we effect the sale of all instruments exhibited in our establishment.

With the expression of our most respectful regards we remain, Dear Sir,

Yours very truly,
the Directory of the Gesellschaft
Urania:

T. A.
L. Meyer

FILED BY Phono - Germany

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the provisions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 37 | W | S | 12 | Gothenburg |

Received at ORANGE, N. J. Dec 24 1886 9

To T. A. Edison

Orange N.J.

Technical society Gothenburg hearing Phonograph send hearty congratulations.

Wm Ellis

Phono - Germany

No. 88922 Ger.

In any further correspondence on this subject the above number should be quoted.

Ans. Jan 6/1890

# Post Office Department,

OFFICE OF FOREIGN MAILS.

Washington, D.C. December 31st, 1889.

Sir:-

Referring to your reply, under date of the 12th. instant, to my letter No. 88 628, of the 10th, in which your Secretary states that he was instructed to say that you regretted very much the delay which had occurred in furnishing the Postal Administration of Germany with a phonograph for the Imperial Postal Museum, and that you had that day sent an order to your factory "to ship at the "earliest possible moment", addressed to this Office, two of the largest type of phonographs complete &c., for transmission to Germany; I have to inform you that as the phonographs in question have not yet reached this Department it is deemed best to advise you of the fact of their non-receipt.

If they have not been shipped, it would probably be well for you to cause the packages to be specially delivered to the postmaster in New York, advising him by letter of the nature of the contents, and to hold them until instructed by this Department as to their disposition.

This would save expense, and the unnecessary transportation of the instruments to this city and return to New York for shipment to Germany.

If

Professor Thomas A. Edison,

Orange,

New Jersey.

If you will cause this course to be pursued, and so inform this Office, the postmaster in New York will be instructed without delay to despatch them to their destination; and the German Office will be advised of their shipment.

I am, very respectfully,

Your obedient servant,

Wm Brooks,

Acting Superintendent Foreign Mails.

D
1889 Phon.- Russia

J. H. BLOCK
VILLA ASGARD

(Oct. 30, 1889)

VEVEY November 9 1902
TÉL. 875

Thomas A. Edison Esq.

Orange. N. J.

Dear Mr. Edison;-

It seems that a more or less interesting document of the "Edison Album" had not been enclosed with the other "Autograms" of celebrated Russians.

This document being from quite a different class of people, it may be of some interest to many American, as compared with the representatives of art and science.

During the "séance" I took a record of the voices of all present. One of the ministers expressing his admiration meant that he would not feel astonished if you would, some day, accomplish the feat of transmitting the heat (after accumulating it) by electricity from the tropical climes to the cold northern regions. Another one said that he would like to see this wonderful phonograph applied to prevent railroad accidents. When being asked by one of the ministers how he imagined this to be done- he replied : "well, I dont know how".

Sincerely yours

J. H. Block

[ENCLOSURE]

J. H. BLOCK
VILLA ASGARD

VEVEY.....192
TÉL. 111

TRANSLATION from the Russian.

----------o---------o----------

The demonstration of EDISONS PHONOGRAPH effected this day by J.H.Block, was accompanied with complete success.

The apparatus reproduced with remarkable precision the various sounds preserved by it. The human voice was heard as vividly as we only know it by word of mouth; the musical sounds were a true resound of instrumental playing.

In hearing the records, taken by the phonograph at various times in New York and elsewhere, as well as during to-days demonstrations, we could not but become wonvinced of the solution of the difficult problem of preserving the sounds in their entire actuality by means of the phonograph.

The reproduction of this actuality left on all those, present at the demonstration , a strong impression, and involuntarily produced surprise of the ingenious invention and inspired them with the conviction that this remarkable discovery will undoubtedly, in the future, render important service to humanity.

Penetrated with a deep esteem of the science and work of Thomas Alva Edison, we sincerely wish this great inventor continued success in his indefatigable, omnibeficient activity.

30 October 1889 ( 9.30 - 11 p.m.)

St.Petersburg, English Quay # 10

(Signed:) Countess Woronzoff Dashkof
Imperial Court Minister Count Woronzof Dashkof
Minister of the Interior ,State Secretary Iv.Durnovo
Minister of War, General Adjutant Peter Wannovski
State Secretary of His(Imperial)Majesty N.Petrof
Ministér of Ways and Communications ,Secretary of State Hubbennet
Chief of the General Staff General Adjutant Obrutschef

J. H. BLOCK
VILLA ASGARD

D
1889
Phon. - Russia

Tschaikovsky

VEVEY November 22 1922
TEL. 475

Thomas A. Edison Esq.

Orange. N.J.

Dear Mr. Edison;-

I am at a loss to understand how I managed to omit one of the most important of the autograms of the "Edison Album".

By chance I found, among some old copies, enclosed sheet, which I had intended to send with my first letter, which contained all the other translations of different Russian Authors etc.

I am sorry this shoud have happened and beg to remain

yours faithfully

J. H. Block

## [ENCLOSURE]

Translated

Extracts from the Edison Phonograph Album.

J. H. BLOCK
VILLA ASGARD

VEVEY.....192
TÉL. 895

original

Le Phonographe est certainement l'invention la plus surprenante, la plus belle, la plus interessante parmi toutes celles qui tournent le 19-me siècle. Gloire au grand inventeur Edison !

P.Tschaikovsky

14/26 Octobre 1889

(Translation)

The Phonograph is certainly the most surprising, the most beautiful & the most interesting among all inventions that circumscribe the 19-th century. Honor to the great inventor Edison !

----------o----------

I heard the phonograph and was astonished at the ingenuity of the inventor, who, although not a musician, causes in the sphere of music a revolution second to none.

Professor of the Moscow Conservatory of Music

S. Tanejef

----------o----------

original.

Im Erstaunen über die wunderbare Erfindung, fühle ich die geheimnissvolle Annäherung eines neuen Lebens der Menschheit, dessen Bahnen durch den genialen Erfinder Edison angedeutet werden.

Moskau den 14/26 October 1889

W.Safonoff

Director am Kaiserlichen Conservatorium der Musik

(Translation)

Amazed at the wonderful invention, I feel the mysterious approach of a new life of humanity, whose path has been intimated through the ingenious inventor Edison.

Moscow 14/26 October 1889

W.Safonoff

Director of the Imperial Conservatory of Music

**1889. Phonograph - Foreign - Edison's Phonograph Company (D-89-59)**

This folder contains correspondence and other documents relating to the commercial development of Edison's phonograph in the United Kingdom, continental Europe, Australasia, India, and South America--territories controlled by his agent, George E. Gouraud. Included are numerous letters by Edison's secretary, Alfred O. Tate, concerning Gouraud's business abilities and the efforts of Jesse Seligman to take over Gouraud's phonograph agency. Most of the correspondence is by Gouraud and Tate. There are also letters by J. Lewis Young, general manager of Edison's Phonograph Co., and by H. De Coursey Hamilton, Gouraud's business associate.

Approximately 60 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal and acknowledgement; routine correspondence concerning the shipment of orders; duplicate copies of selected documents.

Also not filmed is a set of coded cablegram messages exchanged among Edison, Tate, and Samuel Insull. The messages were subsequently decoded and transcribed by Edison's staff. Photocopies of the decoded transcriptions relating to Edison's Phonograph Co. have been filmed in this folder. The original decoded transcriptions can be found in D-89-20 (Edison, T.A. - Secretary - Tate, Alfred O.).

Eng.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 1560.

# EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue, S.W.
LONDON. 5th January, 1889.

T. A. Edison Esqr,
Orange, New-Jersey, U.S.A.

My Dear Edison:-

The phonogram with the voice of the Lord Mayor will be forwarded by the first friend I can find going over. It might be interesting to the Lord Mayor, Mr Gladstone and others, to be informed of any press notices which may result from their first appearances in America.

Yours sincerely
G.E. Gouraud.

PHONOGRAPH
DICTATION

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 1562.

EDISON'S PHONOGRAPH CO.,
181, Queen Victoria Street, E.C.
LONDON.

aus
Jan 20/89

5th January 1889.

Thomas A. Edison Esq.,
Orange.
N. J.

Dear Sir-

I am much obliged for your letter of December 15th. I sincerely wish that I had had this letter long ago as it would have saved us both much trouble. I quite agree with you as to your feeling that it was disheartening &c.

I can now see that the advice under which I have been acting here, has been given with insufficient consideration for the effect of the foreign patents upon the relative American patents. The mistake seems to have arisen from the fact that it was supposed the American patents were already secured before the foreign Specifications were sent to me. This was my impression also, but it appears not to have been correct. So far as I am at present able to learn, no patent has been issued which will have the effect of prejudicing the American patents, and although I know your fear to the contrary, I sincerely trust it will prove to be groundless. The provision made in your letter for the future , is clear and specific, and will remove all doubt.

With regard to Mexico: the Specifications were sent to my Agent there, but with the knowledge that the patents could not be issued until certified copies of the American relative patents were filed with the Government. I wrote to Messrs Dyer & Seely with reference to these certificates and in their letter of 20th August they informed me that Case 84 contained the subject of 2 U. S. patents+, that Case 85 was the subject of 6 American patentations, only 2 of

of which had, at that time, been patented. I have never sent certificates to Mexico concerning Case 84 or 85 and was therefore as much surprised as you on hearing of the decree to which you refer. A letter since received from the Patent Agent in Mexico states that he obtained this decree as a special act of benevolence, but this he did without in any way communicating with me, I, in the meantime, having been aware from Messrs Dyer & Seelys' letter above referred to, of the undesirability of proceeding further until I should be advised. I should think that the same influence which could ensure the benevolence of an irregular issue, would ensure the equal benevolence of cancelling it, or at any rate, that we should not be made the sufferers for circumstances entirely beyond our control. I should think that your suggestion ~~that~~ refusing payment of the fees would meet the case. I note that you will deal with the future applications as regards Mexico. Kindly ask Messrs Dyer & Seely to advise me from time to time, their action in the matter.

PERU & ARGENTINE.

I find that applications had been made for Peru and the Argentine and I immediately cabled to delay issue until further advised. I have heard from Peru that the patent has been delayed accordingly, but I have not yet heard from the Argentine.

AUSTRIA.

I presume you recognise the recent decisions of the Austrian Government with regard to filing of applications there and delaying issue until relative patents are issued in America, which seems to me ~~to be~~ the point in your mind. I shall be glad to have your early advice on this matter as I presume you have no wish to impose upon me any expenditures in advance of the necessities of the case.

ITALY

I enclose copy of a letter received from our agent with reference to applications in Italy for Messrs Dyer & Seely's consideration and advice.

In your paragraph 2 which I have already disposed of, you mention Denmark, Peru, Russia & Hawaii. In regard to Denmark and Russia, Case 84 & 85 only were filed under express assurance that they would not be issued until specific application was made for their issue. In Peru you will have seen that application was made for Cases 84 & 85 only, but their issue has been delayed. The application was made for Hawaii and the Specification forwarded but were not completed

in consequence of the absurd charges and the comparatively small value of the country as previously advised.

In regard to Austria and Italy; I presume you will not have any objection to giving me your reasons for requiring what you do in your paragraph 3; namely, With reference to countries which grant patents for various terms up to 15 years. First as regards Austria. I presume that the recent decision of the Government which I understand was made in direct consequence of the litigation which has occurred in connection with some of your patents; namely, That patents could be filed but the issue delayed until the issue of the relative American patents. This information I recently communicated to Messra Dyer & Seely and am waiting their instructions. I am since informed that the 15 years fees, which I paid in Cases 86 & 87, will be refunded for 14 years in consequence of that decision, and without any prejudie to the patents whatever, I therefore hope to receive your approval to accepting this refundment. Put that country therefore, out of consideration with reference to my next observation. I shall be obliged if you will inform me your reasons for requiring me to pay the whole 15 years on Portugal, Italy, Turkey & the Argentine Republic? In other words, why you think it necessary to require me to pay the fees on 15 years patents at any other dates than those fixed by the laws of the different countries. It is, of course, entirely in my option whether I take out the patents in any or all of these countries, and you will not think it unnatural that I should like to know your reasons - which must be good ones, no doubt - for imposing upon me conditions that are more onerous than than those imposed by the laws themselves. You will appreciate that my outlay on account of these patents, is very heavy, and I am sure you will not wish to make it more onerous than is necessary.

Yours faithfully,

G. E. Gouraud

England

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|---|---|---|---|
| 29 | Rec | G | 9 Collect |

Received at ORANGE, N. J. 229 Jan 9th 1889

Dated London Vice New York 9th

To Thos A. Edison.

Have press published

Gladstone phonogram Answer ~~[illegible]~~

quick

[illegible]

Jan 8/89

12th Jany 1889.

T. A. Edison Esq.,

Orange.

Dear Sir-

You will probably have read of the great diorama by Phillip poteaux called' Niagara' which is being exhibited here in Bondon. It is indeed one of the sights of the place and is therefore a great succ ess. The obvious deficiency however, is the absence of the accompany ing sound of falling waters, and it has occurred to me that with the use of a suitable funnel, if a Phonograph were placed in some position where the roar of the falls or of the cataracts could be gathered, tha such a record would result as would give a very fair idea of what the sound is, and prove the one much needed supplement to the exhibition. The idea of bottling up Niagara's noise in this manner and serving it out to the spectators as they looked at the beautiful canvas, would give great pleasure and be a very remarkable demonstration of the powers of the utility of the Phonograph. I leave this suggestion to y you to a

carry out in the hope that you will make the experiment and if you do so let me have a cable simply "Niagara" and if you can add a date to the telegram, I will understand that I may expect the grams about that date, and will make arrangements with the Manager of the Exhibition to show the Phonograph accompanied by a lecture by the man whose qualifications arementioned in the enclosed, accompanied by lantern slides &c. I found that my engagements were so growing upon me that I have been compelled to get someone to lecture for me and I am making a feature of this as an advertisement.

Faithfully yours,

G. E. Gouraud.

per J-L-Y

Rec'd
Jan 23/89

Thos. A. Edison Esq.

My dear Sir:-

As a favor to Col Gouraud I brought with me upon the S.S. Umbria a box containing phonograms which Col. Gouraud was anxious you should receive upon New Year's morning. Not finding anyone at the Cunard Wharf upon

my arrival to take
charge of the box, I left
it in charge of Capt
Watson the Wharfinger
telegraphing you accord-
ingly and sending the
key by mail. I have
never heard whether you
received the box or not
and as it was evident
by quite important, will
you kindly drop me
a line as to whether
you have received the
same or not. If you have

not you can do so by applying
at the wharf.

Very Truly
Albion B. Turner
# 253 Commonwealth Ave
Boston
Mass

Jan 22, '89

England

7 5/2/89

22ND JANUARY, 1889.

DEAR EDISON:-

I HAD THE HONOR OF RECEIVING AN INVITATION A FORTNIGHT AGO TO VISIT HIS ROYAL HIGHNESS THE PRINCE OF WALES AT SANDRINGHAM, AND TO SPEND THE NIGHT THERE. I WENT ON THE 18TH INST - FRIDAY LAST - AND TOOK HAMILTON WITH ME. I WAS SERIOUSLY INDISPOSED IN THE MORNING BEFORE LEAVING, AND ON ARRIVING, AFTER SPENDING HALF AN HOUR WITH THE PRINCE, I WITHDREW AND WAS UNABLE TO AGAIN PUT IN AN APPEARANCE. HAMILTON, HOWEVER, WAS ON HAND AT THE APPOINTED TIME, AND BOTH HE AND THE PHONOGRAPH ACQUITED THEMSELVES WITH THE CUSTOMARY CREDIT TO ALL CONCERNED.

THE HOUSE PARTY WAS A SMALL: BUT A PECULIARLY INTERESTING ONE, AS IT COMPRISED THE PRINCE AND PRINCESS OF WALES; PRINCE ALBERT VICTOR; PRINCE GEORGE; PRINCESSES LOUISE, VICTORIA, AND MAUD - SONS AND DAUGHTERS OF THE PRINCE AND PRINCESS. AMONGST THE GUESTS WERE, THE EMPRESS FREDERICKA [ [THE PRINCESS ROYAL] AND HER THREE DAUGHTERS FREDERICKA, SOPHIA, AND MARGARET. LORD SALISBURY [THE PRIME MINISTER] AND LADY SALISBURY.

EVERYBODY WAS DELIGHTED OF COURSE, AND THE PARTY DID NOT DISPERSE UNTIL HALF AN HOUR AFTER MIDNIGHT; AND NOT ONLY DID THEY HEAR EVERY RECORD CONTAINED IN THE CABINET TAKEN DOWN BY HAMILTON, BUT MANY OF THEM THEY HAD REPEATED SEVERAL TIMES, ESPECIALLY THE DUPLICATE I HAVE OF MR GLADSTONE'S PHONOGRAM TO YOU. THE CEREMONY CONCLUDED BY A RECORD BEING MADE OF THE VOICES OF THE PRINCE AND PRINCESS OF WALES, AND LORD SALISBURY.

YOURS SINCERELY
G.E.GOURAUD.

T.A.EDISON ESQR.
ORANGE
NEW-JERSEY,
U.S.A.

[FROM WILLIS N. STEWART?]

Form No. 1. chile

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 8 | [illegible] | ab | 12 Collect Tex |

Received at [illegible] 9 24 Jan 23 1889

Dated Concepcion via New York 23

To Thomas A Edison

Orange N J

Offer twenty thousand dollars phonograph privilege Chile answer Stewart Concepcion

England

aah 14/2/89

24th January 1889.

T. A. Edison Esq.,
Orange.

Dear Sir-

I desire to write you in regard to the Graphophone. I feel that I have knocked Edmunds out . You will see by the press cuttings that there is only one mention of the Graphophone to one hundred of the Phonograph. Notwithstanding this , however, strong parties have negotiated with him for the purchase of his patents on the ground of their controlling the feature of engraving of which the Phonograph is alleged to be an infringement-, that is so far as its present form is concerned. Many overtures have been made to me by proposed purchasers of the Graphophone for amalgamation of whe Phonograph with the Graphophone, but I have not considered it desirable to give them any encouragement.

Of course, if the Graphophone has in it features which the Phonograph infringes, it will prove a serious thing to us unless as in a previous letter to me, you do what you say you can do , by making it so that it does not. All presnet negociations are based upon the fact of the allegation that you do engrave. However, all this may be, but I have kept a stiff upper lip, and I know on the first authority , that in every case thus far where Edmunds has in every other respect secured his purchaser, he has failed because of the fear of litigation with him. It appears I have a reputation in London for being a good patent fighter, which comes from the enormous amount of litigation that has resulted from things with which every one knows I have been connected with- chiefly your own however,-during the last ten years, and Englishmen do not like to buy themselves into a law-suit.

The state of the Graphophone today is,-that Edmunds' option of the business is up at the end of this month and they wont extend his time. The money asked by the New York Capitalists is £25,000 and £33,000 in shares out of £100,000 . I can buy the business on these terms myself but if I did so it would be indirectly through a third party. I have not felt disposed to do so up to this time. It may be that I am making a mistake but I should like you on receipt of this to cable me a word which will give me your views on this point. It may be if we dont get control of them now we may have

the whole business of Scott & Wollaston and Gower over again and pay through the nose for it as we did.

I should like you to use the following code;-

If you have no very strong ~~objections~~ convictions on this point and you fel disposed to be guided by my judgment with a full knowledge of the facts that I have here on the spot , simply cable me the word "Indifferent".

If on the other hand you feel that under no circumstances we should trouble ~~yourself or I myself~~ ourselves about the Graphophone and think that I should do nothing whatever to prevent its drifting into hostile hands, cable me "Nothing".

If you think that provided I can, without its being known, find the money through a third party- whom I can perfectly trust- and buy the Graphophone patents, and pay the money for the shares, under circumstances which will give me absolute control of the policy of the Graphophone, so that I can let it be worked as an apparent opposition- and I shall be certainly relieved from ~~opposition~~ litigation between the two- or ultimately amalgamate if you should think it desirable to do so, cable me the word "Judgment". By that I shall understand that you will leave it entirely in my hands. I have a feeling that it is better to do this while so small a sum of money is involved. If I do it would be my idea to have the Graphophone manufactured to the extent to which people were willing to buy it outright, and confine its manufacture exclusively to the lines of the Graphophone' spatents- thus ~~bringing~~ preventing the possibility of the Graphophone being made under those patents in any way to infringe the Phonograph's patents.

It may be too late for me to hear from you in time to do anything, whatever you cable, must be kept in strict confidence at your end, as it would not suit me to have it known that we had bought the Graphophone patents from any fear of them. It may be too late for me to do this, and it will be too late, I fear unless Edmunds can get an extension of time which is exceedingly doubtful. He has shown me his hand completely as a dernier ressort having failed everywhere to do his business is trying to do it with me on a bed rock basis to himself rather than let the thing slip.

Faithfully yours,

G. E. Gouraud.

England

ack 14/2/89

Jany. 25th. 1889.

T.A.Edison Esqr.
Orange.

Dear Sir,

I think it due to you and to myself that I should explain why the French Academy lecture did not come off as comtemplated. There were two reasons; First, I found that the date fixed by the Academy was only a week prior to its meeting for the purpose of settling upon the reward of the Volta Prize.

Second, that it was so near the holidays that it would have made too much a division of interest between the holidays and the Phonograph to make it desirable that the advent of the latter should take place at that season: by postponing this until the New Year -- 1889 -- there was, at least, some chance, and I should think every chance, of the result being that the award of the Volta prize for that year would be made to you. I intend to see that it is if bringing my not inconsiderable interest to bear in Paris will count for anything. I feel sure that you will agree that I have acted wisely in the above decision. A similar invitation has been repeatedly made to me by the Equivalent Society in Berlin, and although I offered to send a substitute for the purpose they declined that and have, in the most flattering manner, intimated that anxious as they are for an early appearance of the Phonograph, they notwithstanding, prefer to wait until it can be brought by myself, which, of course, I appreciate as attaching an undue importance to myself, but so it is, and I have consequently stated that I should do myself the honor at the earliest possible date. Of course, everything that I have done in England in the way of identifying the Phonograph with

leading statesmen, members of the Royal Family, letters, art and science, reacts upon all these other countries and the position of the Phonograph may be considered firmly established so far as popular approval is concerned. There remains now nothing but the Phonograph to maintain its reputation and this I fel confident it will do so long as you continue to give it the attention which you have given it, and if you overcome the one or two defects of whose importance you have already anticipated.

Faithfully Yours,

G.E.Gouraud.

PHONOGRAPH
DICTATION
BY ..... 16 .....

Phon: Chili

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200

# EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

26TH JANUARY, '89.

T. A. EDISON ESQR.
ORANGE,
NEW-JERSEY, U. S. A.

DEAR SIR:-

I BEG TO ACKNOWLEDGE YOUR TELEGRAM RE STEWART CHILI, TO WHICH I REPLIED AS FOLLOWS:-

"ACCEPT IF CASH ON EXCHANGE AGREEMENT, FIXING SATISFACTORY PRICE MACHINES. ADD IF POSSIBLE CONDITIONS AS MEXICO".

YOURS SINCERELY
G. E. GOURAUD.

Jany. 28th. 1889.

A.O.Tate Esqr.

Dear Sir,

I have to thank you for your letter of Jany. 15th. I am very much obliged to you for your prompt attention to my request and I hope you will succeed in sending me a very full col) lection as the walls are spacious and at present quite blank. Nothing can fill them so appropriately or so ornamentally as the photographs of anything pertaining to Edison.

Yours truly,

G. E. Gouraud

SPOKEN INTO EDISON'S PHONOGRAPH
BY COLONEL GOURAUD
WRITTEN FROM THE PHONOGRAPH'S DICTATION
BY.....

Gaylord

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200

# EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Jany. 30th. 1889.

T.A.Edison Esqr.
Orange.

Dear Sir,

Presentation to Sultan.

I thank you for your letter, and I am pleased to observethat my counter-suggestion meets with your entire approval, and you may rely upon everything being carried out in pursuance to this understanding.

I shall be glad to know as far in advance as possible so that I may make arrangements for the Phonographs to be forwarded to Turkey.

Faithfully Yours,

G. C. Gouraud

H. Shy

SPOKEN INTO ... PHONOGRAPH
BY C ...
WRITTEN FROM THE PHONOGRAPH DEPARTMENT
DATE 14

Cable

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone.
No. 3,300

# EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Many. 31st. 1889.

T.A.Edison Esqr.
Orange N.J.

Dear Sir,

I beg to acknowledge your cable as follows:--
"Negotiate direct with Stewart concepcion".

To which I replied, "Request Stewart appoint Lohdon agent to negotiate".

My reason for this is that not having any knowledge of Stewart, I could find out all that I require to know about him and conclude the business much better than by correspondence. It is quite probable that I shall receive all the correspondence you have had with Stewart before you receive this.

Faithfully Yours

G.E.Gouraud.

SPOKEN INTO PHONOGRAPH
BY
WRITTEN FROM PHONOGRAPH DICTATION
BY

Phono-Eng

2 C L

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 1562.

# EDISON'S PHONOGRAPH CO.,

181, Queen Victoria Street, E.C.
LONDON.

Removed to Edison House,

Northumberland Avenue.

T. A. Edison Esq.,

The Laboratory.

Dear Sir-

I beg to inform you that the cases 85-6-7-8-&-9 for Portugal have all been issued for the full term of 15 years- the fees for the full term having been paid. Cases 84-5 were first applied for for 5 years, but the agent assures me that the amended application accompanied by payment for the full 15 years ensures the issue of the relative patents as 15 years, as though the cases had not been taken in the first instance for 5 years. The present status therefore, removes the Portuguese applications from the category of any possible detriment to the American patent at which fact I need hardly assure you, I am as greatly relieved as you can be.

Faithfully yours,

G. E. Gouraud.

p- J-L-Y.

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone:
No. 3,300

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Feb. 2nd. 1889

T.A.Edison Esqr.
Orange N.J.

Dear Edison,

The Graphophone in England.

The curtain has fallen upon the first act in the drama of the "Graphohone" versus the "Phonograph". This first act began in June, and ended on the thirty first of Jan., the day before yesterday. Edmonds has done the best he could and no man could have done better, I think, but you and the Phonograph have been too many guns for him, and guns of too heavy calibre. There have been certainly more than one hundred newspaper cutings concerning the phonograph, and many of them a column or more than a column long, to one notice of the Graphophone, and the Graphophone notices have rarely exceeded two or three inches. He has moved heaven and earth to sell his patent. He has had many combinations for the purchase of them, but one after another they have all fallen

Telegram and Cable,
"PHONOGRAPH, LONDON."

Telephone.
No. 3,200

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON.
W.C.

through. Wherever I heard that he was negotiating, and I kept a close watch upon him I took care to put a spoke in his wheel, and so demoralised everybody that he failed everywhere: many people would have gladly gone into his patents if he could have affected some arrangement with me. Of course they would. But, as I told him, any arrangement with me would make his patents worth ten times what he was asking for them. He has made the most of the fact that we have no English patent as yet, and also he has made the most of his several patents and his upwards of 100 claims , but he has everywhere been met by the question, "Why don't you bring an action against Gouraud if he is infringing your patents and John Bull does not like buying himself into a lawsuit -- not particularly The latest form his negotiations took were proposals to me to buy the Graphophone patents, upon the theory that they must be worth more to me than to anybody else, and that they could be bought now cheaper than they would ever bepurchasable in the future. He showed me opinions of Preece and of Conrad Cooke, both of which opinions he had quoted in a prospectus he had circulated privately and

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON.
W.C.

whichhopinions were as strong as their authors were capable of making them, to the effect that he Phonograph infringes the Graphophone, and that the Graphophone patents are unassailable. Well, I thought as the last days were approaching in which I could have any negotiations with Edmonds, I would put before you the position which I did through my cable, in the code of J.S.Morgan & Company through Drexel, Morgan & Company, so that you might share with me the responsibility of the decision, a decision of so much importance, but the day before his option expired and the day after you must have received my cableEdmonds and his partner came again and tried to bluff for the last time, so that I concluded it would not do to have any negotiations with him on the basis of buying his patent after all, as it was not likely that he could carry out such a sale and I accordingly cabled you not to trouble to answer my cable of two days previous. WWhether American parties have bought the patent or not remains to be seen.

Yours faithfully,

G.E.Gouraud.

London.
Feb. 2nd 89.

Dear Mr. Tate:-

I have to thank you for your letter of the 21st ultimo, in confirming my understanding of the arrangement made with Col. Gouraud on my behalf.

I also beg to acknowledge your other by same mail expressing Mr. Edison's wishes.

Yours very truly
H. de V. Hamilton

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 1260

# EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Feb. 5th. 1889

Ans. 21/2/89

A. O. Tate Esqr.
Edison's Laboratory
Orange N.J.

Dear Sir,

,Referring to your letter of the 21streminding me of your previous letter in regard to Mr. SabineI desire to say that I will communicate with Mr. Sabine and I think I shall see my way to make some terms with him in regard to the business referred to.

Faithfully Yours,
G.E.Gouraud.

SPOKEN INTO [illegible] PHONOGRAPH
BY [illegible]
WRITTEN FROM [illegible] DICTATION
BY.....

A. O. Dale
Orange N.J. O.K. New York

You promised to let me have copy of Sourand contract here this morning. Why have you neglected to send it

Samuel Insull

Recd. 9 M
Nov. 6/89
N.Y.

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 40 | ui | as | 11 Collect Lex |

Received at ORANGE, N. J. 345 9/8 1889

Dated London via New York 8 311

To Thos A Edison

Orange

How many phonograph are you sending and when sure

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3.200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Feb. 9th. 1889.

T.A.Edison Esqr.
Orange N.J.

Dear Sir,

I beg to acknowledge your two letters of Jan. 29th..
I await the arrival of the delegate appointed by Mr. Stewart of Concepcion, Chili, who shall have every attention.

Yours very truly,

G.E.Gouraud.

COOKED INTO EDISON'S PHONOGRAPH
BY COLONEL GOURAUD
WRITTEN FROM THE PHONOGRAPH'S DICTATION
BY.....

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.
This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.
THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 38 | Mi | S. | 219 Collect 1 ex |

Received at ORANGE, N. J. 1889

Dated London Via Newyork 19 Forwd to Mr Randolph 453

To Thomas A Edison

Orange —

Confirmed 25/2/89

Cable number machine coming fifth important plans depending hurry photograph for large hall daily lectures heavy expenses

Ans. 12/2/89

Saturday

London.
Feb. 23rd 89.

Dear Mr. Tate:—

Complying with your request by letter dated the 9th instant, I enclose full list of Phonographic and Phonograph materials received from the Laboratory inclusive of first shipment on April 18-88, which I trust you will find, and acknowledge as being satisfactory, to

Yours truly

H. del Hamilton

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 11 | Ni | ab | 16 Collect Tex T. Miller Forwd 10-05 |

Received at [illegible], N.J. 950 7/28 1889

Dated London via New York 28

To Thomas A Edison Confirmed 5/3/89

Orange N.J.

1100 Journalists meet Phonograph mansion House 9th proximi hurry supplies

Phono. Eng

LITTLE-MENLO.

2 Mar 89

Dear Mr Tate

Thanks for liable advising shipment of "Treadle Machine & Grains." Most opportune if the arrive as they should in time for Lord Mayors Banquet to International Institute of Journalists 9th inst! 1100 representative journalists — & the feature will of course be the Phonograph and the "treadle" improvement will get a boom and take the last wind out of the Graphophone sails

Yours sincerely

G E Gouraud

NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY
NEW YORK PHONOGRAPH COMPANY

LITTLE-MENLO.

2 Mar 89

Dear Mr Tate

ans. 22/3/89

American Phonograph Co

proprietors & agents

Will you do me the very great favour of sending me copies of the above at yr. earliest possible convenience? & pending the documents themselves kindly send me by return the following abstract which you can no doubt easily do from your office records.

TITLE SEARCH & ABSTRACT, WITHOUT OPINION, OF THE TITLE TO THE FOLLOWING PROPERTY, SITUATE IN THE STATE OF NEW YORK, BETWEEN THE DATE OF THE ORIGINAL GRANT FROM THE STATE OF NEW YORK, AND THE DATE OF THE CONVEYANCE TO THE AMERICAN PHONOGRAPH CO. DATED AUGUST 1st 1888, RECORDED AUGUST 2nd 1888, IN LIBER 1888 OF DEEDS, PAGE 1 ETC.

LITTLE-MENLO.

1. Names of Companies –
2. Territory covered by Each
3 Capital Stock of "
4 Consideration paid for Rights
~~[illegible]~~ in cash } Total
" stock }
5 Market value of Shares.
6 Agreements for lease
of Phonographs –

The above will greatly facilitate
me in preparing my Companies –
I would not trouble you
but for knowing that you
can do it for me quickest
thanking you in advance Yrs [illegible]

[illegible]

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, W.C.

26th March, 1889.-

ans. 8/4/89

T.A.Edison Esqr,
Orange,
New-Jersey, U.S.A.

My Dear Sir:-

Working Continental Patents.

According to your letter of March 7th, you must have misunderstood my letter of 16th February, in supposing that I expected you to give me information as to what was necessary to be done for the working of the Patents.- On this point of course I am fully informed, having, to make arsurance doubly sure, received a separate letter from each of the local Patent Agents, giving information as to their requirements up to the latest dates.

Yours sincerely
G.E.Gouraud.

Copy sent to
D.H. 8/4/89

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

26th March, 1889.-

T.A. Edison Esqr.
Orange,
New-Jersey,
U.S.A.

My Dear Sir:-

Gainsborough Gallery.

The Gainsborough Gallery, in Bond Street - a few steps from Piccadilly - will be opened next week - by the time this reaches you - where, fro from 10 A.M., to 10 P.M., the Phonograph may be seen in all its phases of practical application.-

It has been impossible for me to meet the demands of the public - scarcely that of my own friends - wishing to see the Phonograph, at these offices, but now any one who wishes to pay for the privilege may see it, and those whom we wish specially to see it will be furnished with tickets enabling them to do so, at their own convenience, under comfortable and, in every way, satisfactory circumstances - in fact, the same as I am proposing for Paris in another letter.-

Yours sincerely

G.E. Gouraud.-

Phono-E

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

1st May, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey, U.S.A.

Ans. May 14/89.

Dear Sir:-

INDIAN PATENTS.

I beg to thank you for your letter of date 19th April, returning me Power of Attorney duly signed and legalised, for use in India, which I am now forwarding to my Agents in Calcutta.

Since I wrote you last on this subject I have received a letter from them of date 9th April, 1889, a copy of which I enclose you; from which you will see that the Agents are of opinion, notwithstanding the Power of Attorney you signed in their favor, that you should sign the documents forwarded herewith, as the wording of the documents take the form of an oath. As you are aware a new Act has been passed in India relating to Patents, and these documents come under the new regime.

You will notice what the Agents say with regard to the sealing of English Patents. Now, two Cases have been actually sealed in England, viz:- CASES 84 & 85; the remaining being at present pending. In these circumstances you will have to initial the first page of CASES 86, 87 & 88, as shown in pencil, which kindly do and forward to me at once so that the matter may be attended to without any further delay.

Yours faithfully

G.E. Gouraud. pp

**[ENCLOSURE]**

C O P Y

Calcutta, 9th. April 1889.

To
Col. G.E.Gouraud,
Edison's Phonograph Company,
Northumberland Avenue, S.W.
L O N D O N

Dear Sir:-

P A T E N T S

By this mail (registered bookpost) we have forwarded the five applications for leave to file specifications.
Although the Indian Act provides that an application may be both signed and verified by an agent authorised in writing in that behalf, we have thought it better to forward the documents for Mr. Edison's signature and verification; first, because the power of attorney has not yet reached us and we are, otherwise, scarcely in a position to sign the verification which legally amounts to an oath; and, secondly, that we hav not had an opportunity of conferring with you on the form of the application which you will find have been taken from the printed specifications aent to us. Mr. Edison should sign at the foot of the document and also subscribe the verification.

The first paragraph of each application is unintelligible as it stands and requires some explanation. It has been purposely drawn in its present form to avoid a possible difficulty that might arise with reference to the sealing of the patents in England in the

**[ENCLOSURE]**



interval between the lodging of the application in the Patent Office here and its completion. The form should be altered to meet the circumstances of the case. If you refer to the Indian Act you will see that the forms differ accordingly as the application is in respect of a patent which has or has not been obtained in England. The forms sent you contain the wording of both applications given in the schedul to the Act, and may be altered by striking out the unnecessary words. The alterations should be initialed by Mr. Edison. Thus, if patents have actually been sealed, the first and second paragraphs will read:-

I. The applicant has obtained a patent in the United Kingdom dated and sealed as of the day of and actually sealed on the day of for

2. To the best of the information and belief of the applicant etc.

If patents have not yet been sealed, the form should be altered as follows:-

I. The applicant is in possession of an invention for he is the inventor thereof and to

2. the best of his information and belief etc.

Kindly acknowledge the receipt of the papers.

Yours faithfully,

(signed) Sanderson & Co.

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

May 3rd 89.

Chas. Batchelor Esq.

Dear Sir:

Will you kindly send early as possible one dozen set new governor brushes. I have used the extra sets which came with the latest instruments for our old machines. Also please send a lot of miscellaneous screws, as the English threads

differ so from the American manufacture & are very difficult to get here.

Yours very truly

Chas. Hatchett Co.

H. de C. Hamilton

Dear

Will you kindly send early as possible one pla[illegible] set new governor [illegible]. I have used the [illegible] sets which came with the latest instruments for our old machines. Also please send a lot of miscellaneous screws, as the English threads

Phono - E

1

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

4th May 1889.

This correspondence answered fully May 30/89 A.G.

T. A. Edison Esq

Orange

My dear Edison-

The new patent case 90 reached the day before yesterday. It has been manifolded and leaves today for abroad. The provisional for England will be filed probably today . The new Phonographs with the spectacles have reached me and they seem in every practical quality to mark great improvements. For loud records Hamilton does not think they are equal to the old. I shall be glad to know whether that is the case in your opinion or whether it is that we have not quite got at the right way of doing it. In the manipulation of the machine and clearness of articulation as also in the automatic adjustment of the knife they seem all that could be desired for practical commercial use and that of course, is 99 per cent of the question We shall not let them out of our hands until the patents are secured This is rather a difficult question because of the long time it takes to file some of the patents, ~~still~~, while they might be shown and described in any country in which they may be secured without prejudice to the

2

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON.

patents in the country in question; the publication of the patentable features in any other country prior to the filing of patents ~~in other of the same countries~~ there, will, of course, destroy the patent as was the case with several of the German applications as you are aware.

Lectures.

Professor Archibald and Mr Lynd- a second lecturer who is lecturing with great success in Scotland and who was formerly Editor of the Electrical Review a thoroly practical scientific man, electrician and experienced lecturer- ~~are~~ have made numerous engagements for lectures which, of course, must be fulfilled and in view of the explanations in another letter , I trust this will meet your approval in every way and I shall be glad to hear from you if such is the case ~~for~~ kindly do me the favour ~~by~~ of cabling me "Continue" if you agree with me in the desirability of continuing the lectures strictly on a plan beyond fulfilling engagements I have laid down, as I sincerely trust you will because I thoroly believe in the qualified good that results therefrom. Or if you take a different view cable me the word "Stop" and I shall not allow them to make any further engagements. The same words will apply equally to the daily lectures at the Gainsborough Gallery, which latter I would have you understand is a gallery devoted to art exhibitions. It is on a ground floor in Bond St, a most aristocratic

3

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

position altogether. In this connection I contemplate having a series of lectures given entirely at my own expense and for which complimentary tickets will be sent to for example one evening, members of the electrical societies and clubs, another evening Managers and officials of the various electric light Cos another evening the Bank Managers of London, another evening the Managing clerks of the leading firms of Solicitors, another evening the Managers of principals of the leading mercantile houses and so forth. The effect of all this will be that when the Phonographs are ready for the market these people understanding at once the principles and the utility will be all the more ready to receive it.

The advertising for this gallery and lectures will read simply" The latest Phonograph received from Mr Edison has been lent by Colonel Gouraud to Professor E. Douglas ArchibaldM. A. Oxon [or other name of lecturer] practical user ----------who will explain its scientific principles at the Gainsboro Gallery , Old Bond St at ---- hour" For these lectures tickets are given to the visitors as they enter numbered according to their arrival which numbers entitle the holders to a private view of the Phonograph after the lecture in a separate room , which is perfectly quiet and contains only life size portraits of the queen and Princess

4

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 9,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,

of Wales. Thus all these visitors have the science of the Phonograph first explained to them its practical uses and manipulation exhibited in operation and then in a private room they hear in groups of half a dozen the various records of voice and music. This has not so far, paid its expenses and the burden has fallen upon me as I guaranteed against all losses. The proceeds go towards the payment of the rent lighting and attendance . I have had people stationed in the hall and at the exit to take notes of the observations of the people who have attended there and there is but one opinion expressed and that all that could be desired.

Delivery of Phonographs.

If I am right in inferring that you are now so far satisfied with the Phonograph as to make it in considerable quantities I wish you would kindly let me know by cable about what number I may rely upon in monthly deliveries during the next six months beginning with the month of June. Upon this information I will base my movements as regards the formation of companies . The public is ripe now I suppose for subscribing liberally for this enterprise, and my idea is to form companies on the same general lines as has been done in America and which I presume is in accordance with your wishes . My purpose is to form a separate company for each country covered by my agreement

Phono- Eng

5

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

providing for a fair proportion of money and shares for us in each case, and fixing only for the first years operation the minimum and maximum number of Phonographs to be ordered and supplied. To do this it will be necessary to have from you the outside number to which I may commit myself as a whole, and also the maximum price at which I may count upon their costing me under my agreement with you. If you could give me both the maximum and the minimum price, as I presume you cannot tell positively to a dollar what they will cost, that will serve my purpose for the time being. For this purpose kindly use the following code, cable, "Hay, .....[number]. " June [number]. July [number] "August [number] September [number" October [number]"

Then for the price:-

"Motor [number] maximum dollars, [number] minimum" "Foot [number] maximum, [number] minimum". "Combined [number] maximum [number] minimum"

By the first - inserting before maximum figures representing dollars which I can be certain will not be exceeded, and before "minimum" figures representing dollars below which it will not be safe to count upon their cost - I shall understand you mean motor machines complete with batteries; by the second I shall understand you to mean treadle or foot-power machines similar to that already sent; while by the third I shall understand you to mean a combination of both motor and treadle machines, to be used alternately in the event of the motor failing, and which I understand you intend making.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

"Combined" ~~to~~ maximum and minimum to indicate the same. By the number you will cable after the words indicated, I shall understand that the number in question will refer to the aggregate number of all forms of instruments which you intend making. My idea is ~~to~~ to so organise these companies as that by our holding the shares which shall be issued in payment of our rights together with such shares as we may ~~have~~ purchase in order to conform to the stock Exchange regulations we shall from the beginning maintain control over the companies. The Stock Exchange rules in England do not allow of more than one third of the share capital to be paid to vendors, but out of the money part of the consideration to us I shall, ~~perhaps~~, if you agree with me, as to the expediency of such a course, apply for a sufficient number of shares to secure that end. I shall leave to the respective companies the question of Policy as is best suited to each country ~~in~~ the question as to selling or renting the instruments. As regards England, where I am certain from the advices I have received, it would be better to commence with the policy of renting only as has been determined on in America, and in the case of England I would propose not to sell the patents to a parent Company but that we keep the patents ourselves and form licensees companies such as has been done in the Telephone Company ~~subsidiary~~ with this differenece that the subsidiary cos shall buy

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

and own the Phonographs at prices to be agreed instead of the parent Co owning Phonographs as was the case with the Telephone. Out of the cash payments to us from these different cos I would propose to form a fighting fund for the protection of our patents in the following;- say a fund of from £25 ,000 to £50,000 depending upon circumstances, placed in trust during the term of the patents, the income from the investment of this fund to be paid to us as accrued,. The principal sum in part or in whole, as the course of events may determine to be applied when necessary for the protection of the patents. This course will enable us to discriminate as to what litigation should be initiated on our part and will keep in our hands the control of the lawyers employed for defence as well. If you have any comments to make upon this policy or suggestions of improvement I shall be glad to receive them. If I hear nothing to the contrary I shall proceed upon this general plan until I otherwise advise you. The exception from my contract of the Phonograph doll business and the non existence of the original Phonograph patent in this country will avoid the necessity of particularising in the Prospectuses of the English Companies ~~all that~~ what our patents cover and what they do not. It will also avoid the necessity and expense of submitting all these patents to the ignorant criticism of Directors.

8

Telegrams and Cables.
"PHONOGRAPH, LONDON."

Telephone.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

The license to Companies would probably be acceptable coming from you direct as it would from an English Company provided the fighting fund is carried into effect. It is evident to my mind that in the best interest of both your reputation and the commercial development of the Phonograph, that it should so far as possible, at least from the beginning and until things get more settled down, be rented only which means we can keep control over them and be always sure they are in proper order. All this will, of course, involve a large capital and that will be the obvious reason for the formation of substantial companies. In this connection I will ask you if you have any occasion in the future to communicate to me any views of yours which are contrary to what you fancy mine should be, I shall be obliged if you will so far as possible avoid the publicity which results from cabling, because our cables are likely to excite unusual observation on the part of the people whose hands they come through.

Faithfully yours,

G. E. Gouraud.

G. E. Gouraud

Phono-Eng.

9.

P.S.

From one observation in one of your letters I might infer that you had expected me to form my companies sooner.

My reason for delaying is one which cannot but commend itself to your judgement and approval. I did not wish to float any company until I was certain of being able to supply them with machines, and to do otherwise would have been to simply have a lot of dissatisfied Shareholders as I understand exists in America, and which is indicated by their shares being at a great discount.

A second reason was that I did not feel that the Phonograph which I had was one sufficiently adapted for practical uses in an office to justify such steps. The last Phonographs received, however, fully realises the expectations which I have confidently held throughout, and if you are now ready to produce them in large numbers, as I understand indirectly you are, the moment has come and no time will be lost in proceeding. It is, moreover, the right season for doing such a business. I want to bring out my English Company not later than the end of this month or the beginning of the next, and there is nothing to distract my attention from that important question, as I feel sure you will now understand from the very full statements I have made you.

Gowrauch's cable May 17th/89

Must decline ordering until see machine proposed. Last received proves unsatisfactory. Prefer waiting automatic to injuring otherwise splendid business

Phono-E.

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

4th May, 1889.

Ans June 1/89

My Dear Edison:-

Your letter of April 12th reaches me on my return from Paris. If it were not that what you write is based upon a total misconception of the facts, I should feel deeply grieved, and obliged in justice to myself and to you equally, to enter into a lengthy explanation and defence of the policy which I have pursued, and the motives underlying it, both of which have been questioned by you. Considering, however, the second paragraph of your letter -page 2 - where you give particulars concerning the information which has reached you, and in consequence of which you have felt it necessary to write me as you have, it is certainly not surprising you should feel it as a grave necessity to place your views before me. I may add right here, that again considering these statements as the basis and occasion of your letter - unpleasant as it is to me to receive it - I am free to say that I can take no exception to it. It is a perfectly plain, straightforward expression of perfectly natural feelings resulting from such a statement of facts, and does credit to the writer of it. I only use the word "facts", because the feelings and opinions to which you give expression are made upon the assumption that the information which has reached you has been accepted as "facts." With this preface you will permit me to say that as the information in question is absolutely devoid of all semblance of fact either as regards my intentions or my actions, or my conception of your interests or my own, or my regard or disregard for your personality, I exceedingly regret that you could not have first written to me the substance of what had reached you, and waited until my side of the question was before you before coming to a conclusion which reflects upon my judgement, my common sense, my self interest, my self respect, my honor, and, what I value no less than all these combined, my sense of duty and loyalty, as well as my respect, which amounts to veneration, for the genius and character of the man who has trusted me with the placing before the world his greatest production - than which no other man has produced its equal - and over and above all this, his good name, and reputation as well. It positively sickens me to think that you could suppose, or be led by anybody to suppose, that I held what you call your personality at the weight of a grain of sand less than you do yourself, or even than I do my own, and which is as valuble to me as yours is to you; and which is so closely identified with yours as to make it utterly impos-

-ible that I could do any thing to injure you without to a far greater degree injuring myself. You will pardon my expressing myself so strongly, but I do so with the greater freedom after saying what I said in the beginning and now repeat, that stronger language than you have used would have been justified, and in fact, I could not have presumed to question or answer your criticisms were there the slightest ground for making them; and thus I pass from the subject only thanking you for your moderation considering the supposed grounds for your observations, and I will at once proceed to tell you as fully as I can the true facts of the case.

I have from the first had the one thought actuating me, viz: to keep this Phonograph up to the high plane which it deserves as at once a masterpiece of Scientific accomplishment and an instrument of unequalled practical utility. I have over and over again refused large sums of money for the exhibitin rights of the Phonograph for so-called "entertainment purposes", ~~for the simple reason~~, Notwithstanding that it might have put large sums of money into my pocket far beyond the large expenses which I have cheerfully incurred and of which also I have made no complaint to you, they have always been refused by me. To be more specific upon this point, I was offered £5,000 for one Phonograph with my duplicate copy of Gladstone's message to you, for the purpose of making an exhibition of it, and it only, throughout the country at sixpence admission. I refused it. Is this consistent with the policy and action which have been attributed to me by your kind informant? Then, less than a week ago, I refused in Paris 100,000 francs, or 20,000 dollars, for one Phonograph to be used exclusively in France for the purpose of producing a speech to be made in England by Boulanger, ostensibly for the edification and amusement of his admirers in France, but which would have been equally an attraction to many persons indifferent, or even hostile to him, who would have gone not to hear Boulanger's voice so much as to hear and see the Phonograph. This offer I refused for reasons which concerned you personally, and in a manner in which no personal considerations on my part could possibly have entered, viz:- that had the first use of the Phonograph in France been used to circulate the speeches of a man who is trying to upset the Government of France, the Authorities would have been so prejudiced against you as that you must certainly have failed to get from your magnificent exhibit, honors, which otherwise will be conferred, and which I feel certain will be the highest that any one will receive. Was this disregarding your personality? Was this "thinking only of myself and my pocket"? Is anything more needed, and could anything more be stated to show the absurdity of such a proposition? I am fortunately in possession of written evidence concerning this aspect of my policy in the shape of written proposals for the acquisition of the exhibition rights of the Phonograph. I can send you specimens of these when I look up my files for

them. Theatrical Managers, and show-men generally, to the number of more than a score have plied me with proposals, offering me all sorts of sums from £100 to £1,000.

When you first telegraphed me that Edmunds sailed, and that he intended bringing the Graphophone before the Scientific Societies, as I advised you at the time before I went to bed that night a courteous letter embodying the offer of the Phonograph for that purpose to be presented either by a member of the Society or myself was posted to every society of any importance in England. For this all sent a grateful acknowledgement, many accepting at once, and others for the ensuing Season. I myself as you have been informed presented the subject in person where, and only where, I was especially desired to do so. Nearly 100 invitations subsequently reached me, asking me as a professional matter to lecture on the Phonograph before Scientific and Literary Societies. Lecturing, however, being neither my business nor my inclination, and feeling that these Societies should be gratified in the interests of the Phonograph and its author, I, after great care, finally settl-led upon a gentleman as Lecturer, an M.A. of the University of Oxford, Professor E.Douglas Archibald, who had for many years occupied a chair in the Government Educational Department of India at a salary of £1,500. He is a gentleman of manners and appearance, and I paid a large salary and expenses for several months and finally give him the use of the Phonograph with an expert of Hamilton's education and selection to accompany him and be responsible for the condition and operation of the Phonograph. That arrangement has resulted in lectures having been delivered before nearly all the Public Schools, and very numerous Scientific and Literary Societies in all parts of the country. In all, I think over 100 lectures have already been delivered in this way. During the Christmas Holidays the Phonograph was lent to Hospital and Charitable Institutions for the benefit of their charities, only the lecturers fee and expenses of attendants being deducted from the receipts. In a word I am not aware of any instance in which the Phonograph has been set up, as your informant implies, as a "Punch and Judy Show. In all these exhibitions and lectures the press comments have been uniformly all that could be desired with the single exception of the "New York Herald" which was truly unjustifiable, and for which the Editor apologised by saying that it had escaped his notice or it would not have been published. All this time the London Stereoscopic Company were advertising broadcast "Edison's Phonograph" in the most sensational way in the City, the West End, and worst of all at the Westminster Aquarium - a veritable English Barnum show - where for a sixpence the Phonograph of 1877 was whistling and screeching in a chorous of monkeys, and in the company of Swimmers, Boxers and Circus performers generally. I have to-day paid an advertising bill of £134-4-7, a great portion of which was spent in cautioning the public against

mistaking the Phonograph advertised, 29109, 1877, with the the Phonograph of to-day, in which interest is so universal. I was hearing adverse comments on every hand, prejudicial to yourself and the Phonograph, resulting from the disappointment which people experienced in going to see this widely advertised "singing, whistling and talking machine" at 5d admission. I could do nothing more than caution the public as I did, plus having the Phonograph, as it now is, shown as widely and as constantly as possible under the dignified circumstances of explanations by Scientific men with diagrams illustrative of its principles and practical applications to be used in the day-time, and lantern illustrations by lime-light at night. Although something is said at the beginning regarding the laws of Acoustics and the Scientific features of the apparatus, its practical utility and commercial uses are made the chief subject's of the Speaker, and I am perfectly certain that no man or woman have heard any of these lectures without being impressed with that aspect of it above all others. . Its musical side of course is of great interest Scientifically, and cannot help at the same time being amusing, but the cock-growin and whistling are made the least prominent feature of the whole.. Besides the London Stereoscopic Company there is, and has been, going over all the country a company of Bell-ringers, who advertise an exhibition of "Edison's Phonograph", ringing the changes chiefly on singing and whistling. I cannot prevent them bhcause anybody who is in possession of an old Phonograph is perfectly free to do with it what he likes. It is Edison's Phonograph, and I cannot enjoin them agains so calling it. I have written them cautioning them against deception, and have also written to the local papers of the districts where they were advertised to exhibit, pointing out that this was no Edison's latest Phonograph. The latest advertisement by this same Bell-ringers was styled "Edison's improved Phonograph". Of course they were at once threatened with legal proceedings unles they withdrew it, and they have now done so. Now you will see from all this that mine has not been a bed of roses, and I hope you will have the fairness to see, and the justice to acknowledge that you have been mistaken in your conclusions

I will now conclude by saying that when the time comes that I so change my nature as to be capable of conducting either myself or my business other than as a gentleman and only as a mountebank, or when I can forget what is due to you in every particular under the important and responsible relatior between us, you will be justified in your observations and be entitled to seek remedies which will be always open to you; but should any such occasion again arise - as I sincerely trust may not be the case - before being influenced by others and forming conclusions upon one side only, you will do me the favor and the justice of asking from me any explanations you may desire, and you may rely

rely upon my readiness to inform you, and to take equally the responsibility and consequences of my acts, which you would be the last man to doubt or question under any other circumstances.

Yours sincerely

G.E.Gouraud.

Phono - E

*Law Offices*

EATON & LEWIS
S.B.EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

*New York* May. 6th. 1889

Ans. May 8/89

Thomas A. Edison Esq.,

Dear Sir:

Re Gouraud Phonpgraph Contracts. By request of Mr. Insull I beg to submit below the draft of such a letter as I think you ought now to address to Col. Gouraud, fixing a date from which the one year limit in his two contracts should begin to run.

Orange, New Jersey, May 1889

Col. George Edward Gouraud,
Dear Sir:-

Referring to my two contracts with you for exploiting my phonograph inventions in all parts of the world except the United States, Canada, China, Japan, and Great Britain and Ireland, and referring more particularly to the provisions of the fourth and sixth sections thereof, and for the purpose of avoiding any future misunderstanding as regards our several rights and obligations under these contracts please take notice that I am ready to ship to you the articles covered by the said agreements, for sale and use commercially, in a practical and commercial form, in quantities to meet your requirements as indicated by your firm orders.

Very truly yours,

Thomas A. Edison.

If you desire to cable Col. Gouraud, as well as write him, I suggest the following letter and cable to take the place of the above letter:

(Cable.)

Orange, New Jersey, May 1889.

Gouraud,
Norwood.
Ready to ship phonographs in practical commercial form for sale and use commercially in such quantities as you require. Am impatient to get your orders.

Edison.

(Letter.)

Orange, New Jersey, May 1889.

Col. George Edward Gouraud,
Dear Sir:-
Referring to my two contracts with you for exploiting my phonograph inventions in all parts of the world except the United States, Canada, China, Japan, and Great Britain and Ireland, and referring more particularly to the provisions of the fourth and sixth sections thereof, and for the purpose of avoiding any future misunderstanding as regards our several rights and obligations under these contracts, please take notice that I am ready to ship to you the articles covered by the said agreements, for sale and use commercially, in a practical and commercial form, in quantities to meet your requirements as indicated by your firm orders, and that I have sent you this day a cablegram to the above effect, which I now confirm, viz:

"Orange, New Jersey, May 1889.

"Gouraud,
" Norwood.
" Ready to ship phonographs in practical commer-
"cial form for sale and use commercially in such quanti-
"ties as you require. Am impatient to get your orders.

" Edison."

Probably you will criticise the above communications as being too formal. But I urge upon you the importance of not making them less formal.

Very truly yours,

T. A. Edison

Phonograph 2

*Law Offices*

*120 Broadway* (EQUITABLE BUILDING)

EATON & LEWIS

S.S. EATON,
EUGENE H. LEWIS

*New York* May 9th. 1889.

Ack May 14/89

T. A. Edison Esq.,

Dear Sir:

Re Gouraud Phonograph Contracts. Mr. Tate's letter of yesterday is at hand, stating that my letter of the 6th. inst. to you refers to two Gouraud contracts, whereas there was only one. In reply, I will say that I drew the letter from the papers which were submitted to me, and that they contained two contracts, although, as you are aware, neither is executed. If indeed it is a fact that there was only one Gouraud contract, I suggest that instead of the draft of letter to Mr. Gouraud, contained in my said letter to you of the 6th. inst., the following be substituted:

Orange, N.J. May ,1889.

Col. George Edward Gouraud,
Dear Sir:

Referring to my contract with you for exploiting my phonograph inventions in all parts of the world except the United States, Canada and the Empires of China and Japan, and referring more particularly to the fourth and sixth sections thereof, and for the purpose of avoiding any future misunderstanding as regards our several rights and obligations under that contract, please take notice that I am ready to ship to you the articles covered by the said contract, for sale and use commercially, in a practical and commercial form,

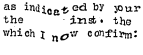
in quantities to meet your requirements as indicated by your firm orders, and that I have sent you on the inst. the following cablegram to the above effect, which I now confirm:

( Insert here the cable already sent.)

Thomas A. Edison.

I understand from Mr. Tate that you have already sent a cablegram substantially as above. That being so, the only thing remaining to be done is to send a letter also substantially as above.

Very truly yours,



P.S. Since writing the above, I have procured from Mr. Tomlinson what purports to be the original agreement between Col. G. and Mr. E. But it is in an unfinished shape, although signed by Gourraud. His signature is witnessed by Tomlinson. The document is dated October 14, 1887, but across the date a faint lead pencil mark is drawn, as if to erase it. The sheets are much worn, and pinned carelessly together in the corner. There is an extra sheet added at the end, apparently a fresh draft of one of the sections, the eighth, relating to Jacques, Briggs, Puskas, and others.

Phone - Eng

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Prest.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI, Asst. Genl. Mangr.

General Office and Works
SCHENECTADY, N.Y.

# The Edison Machine Works.

No. 19 Dey Street,

Cable Address,
"XYDSUN, New York."

New York, N.Y. May 9 1887.

Mr Dear Gate

I enclose you a Cable just received from Gourand which came addressed here - I will be out at Orange tomorrow afternoon to see you and Mr Edison -

Yours Sincerely

Sam Insull

Gourand

Cant give price until three thousand ~~at~~ made However we bill them at forty five dollars to Company here for first thousand forty for next and probably thirty five for next thousand subject to final settlement by books. Ultimate price will be lower as we have stopped making changes and are cheapening work we have up to today delivered seven hundred ~~[illegible]~~ They are working satisfactorily over

in hands public, send order for what you want now whether one a week or one hundred

Edison

[ENCLOSURE]

Phono - England

Form No. 1

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, unless and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 8574 3 | V | | 21 | Ldn |

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. May 9 1889

To Noside Ny

Must first see Commercial machine and price if both satisfactory large orders express sample cable departure wrote Saturday

Pr Confirmed & replied to May 16th 89.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

May 11 - 89.

Chas. Batchelor.

Dear Sir:—

We find the ball point Repeaters sent with latest inches. very easy to get out of order, diaphrams easily breaking in unexperienced hands. Please send early as possible 2 dozen glass diaphrams for both Recorder & Repeater.

Yours very truly

Hal C. Hamilton

English [illegible]
[illegible]

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

16th May 1889.

Ad. ans June 1/89

T. A. EDISON, ESQ:
Orange, New-Jersey. U.S.A.

Dear Sir,

London Stereoscopic Co. & the original Phonograph.

Confirming my recent letters on this subject, I have now the pleasure to enclose you copies of the advertisements which have regul--arly appeared in the London dalies in the name of the London Stereo--scopic & Photographic Co:, as well as a copy of the "Caution" I inserted in all the papers.

The enclosed press cutting bears reference to the subject, from which you will observe the disappointment of those who expected to see the "latest Phonograph", on occasions when the origiwal one was on view.

Yours faithfully.

G. E. GOURAUD.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

1 16th May, 1889.

T.A. Edison Esqr,
Orange, New-Jersey,
U.S.A.

Dear Sir:-

On the 7th inst I received your telegram as follows:-
"Ready to ship Phonographs in practical commer-
"cial form for sale and use commercially in such quantities as you may
"require. Am impatient to get your order. Edison."

To which I replied as follows; which I now beg to confirm:

"Noside New-York. Must first see commercial ma-
"chine and price. If both satisfactory large orders. Express sample.
"Cable departure. Wrote Saturday. Gouraud.".

Yours faithfully
G.E. Gouraud.

Memo - E

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

18th May, 1889.

T.A.Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Sir:-

PATENTS CASE 90.

I beg to acknowledge the receipt of your telegram dated from New-York 13th inst, as follows:-

"Gouraud, London. Cable date of "mailing Australian from England. Edison".

Also on the 14th inst I received telegram addressed "Gouraud Norwood" as follows

"Cable date when Australian Applications "Case 90 were mailed. Edison".

Before the receipt of your cable of 14th inst I replied with respect to the above as follows:-

"Noside New-York. Specifications mailed "Australia 10th May".

Confirming the above I have to explain that it of course took some time to have the necessary printing done, but no delay was lost in this respect and copies of the English Specification were duly mailed to my Australian Agents by last week's mail which left London On Friday, and I cabled you accordingly. There is only a weekly regular mail to Australia from London, and I was unable in consequence of the length of the Drawings to have them ready to forward with the Specification. These, however, are following by to-morrows mail, so that you may yourself calculate upon the probable time of their arrival, allowing of course a fair margin of time for the Agents to prepare the necessary documents for filing. I am writing my Agents to cable me immediately ~~immediately~~ after they file intimating the same to me, when I shall notify you promptly.

I have had no advice from my Continental Agents as to the filing in the respective ~~Countries~~ European Countries, but I need hardly point out that the length of the Specification will cause some delay in translating.-

I am, however, urging the Agents to file as quickly as they can, consistent of course with efficiency.

Yours faithfully

G.E.Gouraud. for M.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

16th May, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Sir:-

I beg to acknowledge the receipt of the following cablegram from you:-

"Gouraud Norwood. Can I now exhibit in France Invention "covered by Case 90 without endangering Patent?"

To which I replied as follows, and which I now beg to confirm:-

"Certainly not nor under six weeks without risking Australia. "You must send old Spectacles if machines to be used meanwhile"

Yours faithfully
G.E. Gouraud.

May 14 - Specification mailed Australia May 10
May 13 -

Phono - E

Edison House
May 18th 89

Ans. fully May 30/89 AH

Dear Edison :—

I confirm following cables to you Gouraud to Edison May 13th—

When shall I receive commercial machine

Edison to Gouraud May 16th—

Cant give price until three thousand made however we bill them at $45.00 to company here for first thousand, forty for next + probably thirty for next thousand subject to final settlement by books ultimate price will be lower as we have stopped making changes + are cheapening work we have up to today delivered seven hundred

they are working satisfactorily in the hands public send order. In what you want now whether one a week or one hundred Edison

Guiraud to Edison May 17th 89

Must decline ordering until see machine proposed last received proves unsatisfactory prefer waiting automatic to injuring otherwise splendid business.

If you will read the above telegrams in the light of those immediately preceeding them already confirmed together with my letter of the 4th inst in which I asked specific questions & gave you code words In replying that not only have my questions asked in the letter not been answered nor have those asked by cabled

either.

I do not know who is to blame for this neglect which has already several times happened before to my serious inconvenience to say nothing of the utter waste of money expended in cables.

Surely it should be taken for granted that I need the information at once or I would not go to the expense of cabling for it when I write for information take the trouble to give you code words to save you expense in reply the least you can do is to answer my questions without compelling me to cable a repetition of them.

Then to receive no reply when I cable a repetition of a simple question as - "When may I expect to receive a commercial machine" is discouraging indeed. I have already called your

attention to these irregularities in your office & I must protest against their continuance. I am aware you have to leave these matters to some one & no doubt your able lieutenant Mr Tate has equally at times to leave his duties to others but wherever the fault lies I trust you will take such steps as to prevent in the future any occurrence of such unbusiness like & embarrassing neglect. my difficulties are quite sufficient with all the information you can give me & to which I am not only unquestionably entitled but which it is so important to you I should have as it is to myself.

I shall be glad if upon the receipt of this letter you will charge some one to answer the questions contained in the letter & cables above referred to so far as they remain unanswered at that time.

Now referring to your above cables

the points they contain I understand to be as follows — First, that you are now making a practical commercial mch.; second, that you are so far satisfied with it that you have determined to make it without further changes — third that there are seven hundred in the hands of the public giving satisfaction, fourth that the price of the first thousand will not exceed $45.00 to the American Co., actual price to be determined by books after 1,000 machines are made — second thousand forty dollars & third 1,000 probably $30.00

5th that you want my orders & can fill them at the rate of four or one hundred per week

Part of the above is 4th clear & satisfactory, while other parts are neither clear or satisfactory

It is satisfactory that you should have

made a mistake which satisfies your sufficiently to, in your mind, justify proceeding with the manufacture upon a large scale. It is certainly to be hoped that your expectations will be realized as to reducing estimated prices you name, because, if by those prices which you refer to in connection with the American Co. are to apply to me the same you will not be surprised that I am disappointed when you remember that the highest price you ever named to me which you always gave as the maximum would be $25.00 with a probability that it would not exceed fifteen. A somewhat startling difference.

I am assuming in these observations that your contract as to price with the North American Co. is the same as your contract with me.

Your statement that there are 70 Phonographs working satisfactory in the hands of the public is somewhat

startling to say the least, it is impossible to reconcile the statement with other statements & facts before me. It is incredible that you should have made & delivered to the Amer. Co. so many as 70 phonographs of a model different from & superior to anything that you have sent me, & unless such is the case, which would an injustice to me as well as a short sighted policy in your own interest, so egregious to be conceivable — unless, I say, such is the explanation, then it must be that these magical 70 phonographs are no better than those you have sent me, in which case it is impossible to conceive (in the light of our experience here with the same instruments) that you can have been truthfully informed as to their capabilities so as to justify, on your part, this statement as to the satisfaction they are giving in the hands

of the public. Either therefore you are being deceived by those who so inform you who must know better (I am now assuming the 70 mchs. are the same as those we have) that you have not made & given out in America 70 machines superior to those sent me) or the machines you have sent we don't make in Europe as they do in America! If it were not that Hammer assured us in Paris that the new spectacle in one of his machines gave the same results as he had seen in America I should seek an explanation of the difference in question in the theory that we did not know how to work it to its best advantage, as I am necessarily left with the two great alternatives above suggested, of which one is as unsatisfactory as the other.

In my letter of the 4th inst. I expressed the opinion that the modifications presented in the new machines seemed to leave little to be desired in

many respects; that opinion was based upon very brief practical experience with a single machine. I confine my observations to the last ten machines received with new specifications. The previous machines I never regarded anything but experimental, they have taken Hamilton entire time to keep them in order.

These new machines, five of them, have been for ten days past in the hands of clerks in my office, each man with his own machine, in several cases in the hands of those familiar with the old instruments, in all cases most enthusiastic & anxious to get the best results. There is but one opinion of the new machine & this opinion of Hamilton is if possible stronger than any, & you know his enthusiasm as well as his loyalty & honesty of opinion. I have myself

most at also daily frequently met the same result.

Briefly stated the following is the experience of all those who use the instrument, great irregularity of results, diaphrams vary easily broken all of them having been broken this year, the irregularities of the primer or it may be the battery.

One cell seem to be too little other cells too much. We are all of the opinion, including Hamilton that these instruments are less to be relied upon than those previously received and that it would be very prejudicial to the business to allow them out of the hands of experts.

I don't want any more phonographs involving experts. I am glad to see by your patent case 90 that you recognise this principle. Case 90 appears to meet the requirements. I prefer to

wait for photographs of that description
I don't want to spoil a splendid business
in connection which all Europe is
on the tip-toe of expectation. If you
say you are now making such instru-
ments I shall wait its arrival with
impatience. If you have not already
done so when this reaches you I
please! please!! please!!! cable me
when I may expect me of the name
of the steamer bringing it when it sails.
The word commercial followed by a date
will inform me of its departure either
just in prospective. The word commercial
followed by name of steamer will inform
me of steamer bringing it. The word
foot followed by dollars will give me
maximum power of treadle machine. Thus
I have already asked nothing result. Until
you can make an absolute reliable germ

In electric motor my advice is to confine yourself to the treadle mch. In distribution to the public or the Graphophone will beat you if they improve at all their articulation which is always possible.

The articulation of the Cast mch. recd here is much clearer than anything we have heard though this clearness seems at the sacrifice of quality or timbre — This may however be wholly due to defective governing.

In conclusion I can only add pray send me the Automatic, commercial & perfect mch to which you refer & if it is all I have a right to expect from what you say I shall lose no time in cabling you & order subject to the qualifications you have indicated as to price. By the next mail Hamilton will send you his own report in detail on the defects of the Cast instrument received.

Dictated — Yours and —

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | | CHECK | |
|---|---|---|---|---|---|
| 31 | Ni | G. | 9 Collect | Fox | Forwd Lyne 234 |

Received at ORANGE, N. J. 2 20 May 30 1889

Dated Rondout 30 via Newyork 30

To Thos A Edison

Have you shipped sample commercial - 10

Phono - E.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 8,000.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

May 31st 89.

Chas Batchelor Esq.
"Edison Phonograph Works."

Dear Sir:—

Enclosed please find order for the few little things we are in great need of & hurry for, which we wish you could have felt justified in sending us & allowing order to follow; especially as we are so far isolated from you, that this is the first time an order has been required, any letter asking for the articles having been approved & initialed by Col. Gouraud who is the Co.

Yours truly
H. de C. Hamilton

Phono "E"

From June 13th 89.

Telegrams and Cables, "PHONOGRAPH, LONDON."

Telephone, No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Dear Mr. Edison:—

I am sending you two records besides this one by sample post which I trust may arrive safely; but this I will send by letter post, it is a loud record of the English Coach Calls it is a sample of what I am getting out of these new machines. Please run this gram at 13 Rev. per 5 seconds. I enclose names of the calls in their order as played.

Hoping to see you soon on this side of the "pond" believe me

Very respectfully Hal C Hamilton

[ENCLOSURE]

COACH CALLS

By

Prof. C. GOFF,

Conductor of the Hurlingham Club Band.

---

1. THE START.
2. CLEAR THE ROAD.
3. OFF SIDE.
4. NEAR SIDE.
5. SLACKEN PACE.
6. PULL UP.
7. CHANGE HORSES.
8. THE POST HORN CALL.
9. HIGHER UP.
10. A RUSTIC CALL.
11. STEADY.
12. HOME.

Phong - E

TELEGRAMS AND CABLES, "PHONOGRAPH, LONDON."

TELEPHONE, No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

June 15th 89.

Edison Phonograph Works.

Dear Sirs:—

Please find enclosed order for 100 phonogram blanks for the new phonograph with fall point repeater. Kindly ship them early as possible.

Yours truly
N. de C. Hamilton

9.37

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "E," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

June 30 - 89

Dear Mr. Edison:-

Col. Gouraud has shown me your letter of May 31st in answer to our criticism upon the last machines received here, which clearly shows you think we are not getting out of the instruments all they are capable of.

I am sending you by this mail our records to show what results we are obtaining & I hope they will arrive safely & that you will give them your attention

The new phonograph is a most marvellous talker more astonishing than anything I ever heard and the greater part of our trouble is directly traceable to the Battery. One cell is not strong enough to insure governing when required to do the maximum work, hence irregularity raise & fitch when reproducing, but by first shaving off the blank & afterwards letting recording needle down alone making record, it is perfect. Glad to learn you are sending battery which will give longer life & more power.

I am quite as much at home with the adjustments of the new machine as on the former.

Our first experience with people

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

2.

entirely unaccustomed to familiar with the Phonograph, the repeating diaphrams certainly did pop off pretty lively; but now, I am glad to say, they all are getting satisfactory results every day in the office, doing regular business upon them.

If you could spare me a few lines of comment upon these records I am sending, it would be a great favor to

Yours very respectfully

H. de C. Hamilton

DLono-2

15 June 89 LITTLE-MENLO.

Dear Edison

I hasten to thank you for yr. letter of the 1st inst. from which I am glad to observe my explanations reqd. to have been received as I felt sure would be the case. While you do not give me any particulars as to ground for "the wave of adverse criticism" "on the part of the public abroad" which was the occasion of yr. apprehension, as I hoped you wd., I am content to let the matter drop with the final observation that I am completely at a loss to understand it, as

as with the single exception of the Herald article Ref.d to already & whose motive as obvious before it was explained by the Editor as it was after, there has not only been no exception to the praise of the Press, but an amount of praise by the press both of yourself — and the Phonograph and my method & skill in bringing it before the public and keeping it there for a whole year (with only one instant most of this time & to all the most) for which there is no precedent. That is the only wave whose ripples I have seen or whose sounds have reached my ever keen & sensitive ear. And until I hear something specific to the contrary and am convinced myself that I have made a mistake I shall continue & be justified in continuing to be satisfied that I have acted wisely & for our mutual best interests. Why I am positively tired of hearing complaints upon the skill & judgment

TELEGRAPH BLANK
TELEGRAPH BLANK DUPLICATE
TELEGRAPH BLANK MILEAGE
TELEGRAPH BLANK WITH CARBON LINE
TELEGRAPH BLANK WITH CARBON LINE
TO CARD & MESSAGE FORM WITH CARBON LINE
TO CARD & MESSAGE FORM WITHOUT CARBON LINE
TELEGRAPHIC MESSAGE CARBON SHEET WITH
CARBON LINE

I everywhere hear that I am thought to have displayed & while I as invariably & modestly deny, always saying that it is all owing to the unprecedented success of yourself and your Phonograph. For one whole year I have done nothing but this day & night to the complete neglect of every other interest or pleasure & at all hours day and night & it has been no slight task to say nothing of the thousands of pounds I have expended unfeelingly while waiting for you to

2/6

perfect the machine and your arrangements for supplying it. Now you say that happy Epoch has arrived and I am truly glad to hear it. Who indeed has greater reason for being so? I the only one of the originals who has yet no "Letters in his vest"!

A remark in yr. letter makes me infer that you are disappointed in the meagreness of my communications to you heretofore as to my policy & motives. If this is so I have only to say that if you had read the multitude of press cuttings I

LITTLE-MENLO.

have sent you they would
have told you all there was to
say — but had I supposed
you wanted a narrative of
worthy I may say daily
& sometimes thrice daily
lectures, exhibitions, both
public & private I would
gladly have furnished it
though I did not deem
that you had either the
~~[illegible]~~ time
~~[illegible]~~ or the desire for it.
You shall in future have
no cause for complaint
on this score & now that we
have a ~~[illegible]~~ better understanding
on all these points I hope

there will be no cause for
doubt or complaint in future.
& I pass from the subject
finally so far as I am
concerned, & gladly,
thanking you for yr.
frank & friendly ~~[illegible]~~
letter under reply.

Yours very truly

G. E. Gowrand

Phono - E

# EDISON LABORATORY.

TELEGRAM.

June 17/ 1889

From

To Edison

Cable dollars you approve for England. Write Wednesday sure Capital and What paid by Each American Company Have machines left

(Sowrand)

Seligman

Cable Address "Edison, New York."

From the Laboratory of Thomas A. Edison.

Subject, _____ Orange, N.J., June 18, 1889.

My Dear Tate,-

You will get a confirmation of the various cablegrams which have passed between us from my Dey St. office. It is, therefore, unnecessary for me to confirm them again in this letter.

With reference to Connery and the Mexican Company, I enclose herewith some copies of letters which we have received from Mr. Connery, and on these letters Mr. Edison extended Mr. Connery's option for two months. I wired you last night to this effect and asked you to get Mr. Gouraud's confirmation of the matter.

I also enclose herewith letter from Glass, with relation to some territory which he has been in communication with Gouraud about. I have written Glass, stating that I have forwarded his letter to you, with the request that you see Mr. Gouraud and cable me the reply. I will advise Glass by wire as soon as I get your telegram.

Referring to the Seligman matter, you surely remember seeing Jessie Seligman with me on the day of the Naval Parade. You will also, I am sure, remember me absolutely refusing to make an offer for the phonograph as coming from Mr. Edison. I told Mr. Seligman that he would have to deal with Gouraud first, and when Mr. Seligman

pressed me for a figure at which his Syndicate could purchase Mr. Edison's interest in Gouraud contracts, I told him that it was useless to try to deal with Mr. Edison until he had dealt with Mr. Gouraud. You will probably recollect that finally I named seven hundred and fifty thousand dollars for Mr. Edison's interest, plus manufacture, and the contract to provide for certain limitations so far as the use of Mr. Edison's name is concerned. This was named entirely upon my own responsibility. In doing so you will recollect that I refused absolutely to involve Mr. Edison.

Under these circumstances, Mr. Moriarty might almost be complimented in the same manner in which the illustrous O'Connell complimented Mr. Disraeli, when he politely referred to that gentleman's connection with one of the participants in the little crucification affair that occurred about eighteen hundred years ago. I would like you to have been present at the interview that occurred right after the receipt of the first telegram, detailing what Moriarty was doing. It so happened that prior to your telegram getting here, the Seligmans had sent for me, and when I went to their office I had the advantage of the information which you had sent. Of course Seligman disclaimed all responsibility for Mr. Moriarty's threats, and I told them that it was nonsense to talk about any such figure as $200,000 for Mr. Edison and Mr. Gouraud's interest.

Directly I finish dictating this letter I am going to see the Seligmans again, and answering bluff with bluff, I am to tell them, on behalf of Mr. Edison, that they can either deal with Mr. Gouraud or else go ahead with their own business, and we will go ahead with ours.

While the Seligmans' position may be very strong financially - and is undoubtedly very strong financially - they realize the great importance of Mr. Edison's name, to enable them to successfully launch Companies in Europe. You will remember that at the conversation at the Phonograph Works, on the Saturday before you left, I intimated that the Seligmans could probably frustrate our efforts to establish Companies if they so desired. The clannishness of the Jew bankers of Europe is proverbial. On the other hand, you should also remember that people whose influence may be very great to do us harm, may not be equally as great in preventing us from doing them harm. The scaring of investors is a role which we are just as capable of filling as Seligman Brothers and their Jewish friends. Nobody realizes this better than Mr. Gouraud, I am sure.

We are particularly anxious to hear from you as to Mr. Gouraud's "other connections." My own opinion is that he has none, and that the letter which he wrote out here, and on which you really went to London, was written in consequence of the overtures made by the Seligman people or their representatives.

We have a letter from Gouraud which says: "I now give you a firm order for 1,000 machines." Nothing is said whatever about

payment, and we wired you in consequence, asking you to arrange a credit here in New York, so we can get our money on presentation of invoices and bills of lading. I hope to hear from you on this subject within a day or two.

Tomlinson, Gilliland and Toppan sailed for Europe last Saturday. I have no definite information as to the cause of their visit to London, but I have always believed that Seligman originally went into the Graphophone business at the solicitation of Tomlinson. You may remember my suggesting such a thing last May. I have absolutely no evidence that this is a fact, but I consider that these three gentlemen will be worth watching. Gilliland used to stay at the Langham. Anyway you can find out a good deal about their movements I am sure at the American Exchange in London. If you want any assistance in finding out what these gentlemen are doing, my father will very gladly help you in watching their movements.

We have got a great deal of correspondence here from Gouraud. There is nothing in it of very great consequence, and in view of the fact that you are in London and fully posted as to what we want, I think that I will allow the enemy to answer the letters, and simply put them on file. Anyway we don't want to have any communication with Gouraud, except through you, and if we answer his letters, it will end in our getting a great deal of correspondence from him, about which you will know nothing.

There is nothing particularly new to write you about so far as general business is concerned. The Phonograph Works is running along pretty well, and I think that by the time Mr. Edison gets back from Europe, we will be able to show him a pretty good balance sheet.

I enclose you herewith extracts from some letters, which indicate that the phonograph is rapidly forging ahead of the graphophone.

Mr. Edison has been away for a week in Pennsylvania and returned last Sunday. If all he says and all Livor says, turns out so, the iron concentrating business will be a tremendous bonanza, and I shall retire to the solitude of a country seat in the South of England upon the income which I will get from my interest in the New Jersey and Pennsylvania Concentrating Works.

I hope before you get this letter you will have seen some of the people I gave you introductions to and will have posted us as to the general state of affairs of phonograph matters, and the exact negotiations which Mr. Gouraud has in hand.

Yours very sincerely
Sam Insull

A. O. Tate, Esq.,
Hotel Metropole, London,
England.

Phono - Eng

# EDISON LABORATORY.

TELEGRAM.

July 3 1889

From London via NY

To T A Edison Confirmed July 10/89

Have blanks left

quite out

Recd 3rd P.M.
H.H.M.

Phonograph Works
Shipped 100 cylinders
on June 26/89
H.H. Miller

Phono - E

# EDISON LABORATORY.

TELEGRAM.

July 3rd 1889

From T A Edison

To Gouraud Norwood Confirmed July 10/89

Shipped barrel last week

Edison

Phono - E

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

6th July,1889.

My Dear Batchelor:-

The Shipping charges of everything received from you are most exorbitant. May I ask you to give some special instructions regarding this, which should be done at once because if they get into the habit of charging what they like it will be to our prejudice when our shipments become larger. These observations refer more particularly to express charges. It would be necessary for some time to ship by express until the supply of Phonographs is uch as to allow o f shipments by regumar frieght. The above charges besides being excessive have been quite irregular, that is to say the charges have not been in proportion to the size of the packages.

Hoping ~~xxxxxxxxxxxx~~you will give your attention tothis.

Believe me,

Yours faithfully

G.E.Gouraud.

C.Batchelor Esqr.

90%
160%

Seligman

Form No. 2.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, and shall be subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 1542 | Bon | | | London |

Received at CENTRAL CABLE OFFICE, 16, Broad St., New York. July 15 1889

To Insull my

Sourcard is negotiating with Seligman 1889

Dramatic donation details later

Tate

[PHOTOCOPY]

[TO SAMUEL INSULL. MISDATED. CORRECT DATE IS JULY 15, 1889.]

12

London, July 12th, 1889.

Moriarty, representing Seligman, negotiating for three weeks with Gourand. Tried first to buy his interest. He refused absolutely to consider any proposition except sale of both his and T. A. Edison's. Seligman offered two hundred thousand dollars for these. Gourand said he would refuse as many pounds. Seligman owns foreign Graphone. Seligman is trying to find Gourand's price, and told him Insull named six hundred thousand dollars as asking price for combined interests of Gourand and T. A. Edison.. Seligman threatens immediate litigation, saying best experts advise T A. Edison patents weak and Tomilson has given same advise as inside information. Seligman states have perfected plans to prevent Gourand bringing out any company in Europe. I have listened and said nothing. Expect further developmonts to-morrow.

Tate.

------o------

2

to the Laboratory with Jesse Seligmann, when the latter first commenced his enquiries. Moriarity was the young man of the party. He came to London some three weeks ago with Young Seligmann, whom you have met, and their purpose was to buy out Gourands phonograph interests.

Moriarity went to Gourand and represented himself as the agent of a syndicate of American Capitalists

Moriarity + Seligman - desire to buy out Gourands phono rights

interview with Mr Edison

LONDON W.C. July 16/1889

LONDON
TELEGRAPHIC ADDRESS.
"METROPOLE," LONDON.

My dear Jussell:

I confirm elsewhere the cables sent you since my arrival in London and I now give you full details of what has transpired. The man Moriarity who has been negotiating with Gourand will perhaps be remembered by Mr Edison as one of the party that came

who has purchased the foreign Graphophone rights and who desired to include the Phonograph in their purchase. He represented his case in this way: – His principals engaged an eminent firm of Patent Lawyers in New York to examine and report upon all the various patents which have been taken out all over the world upon talking machines; that these lawyers made an exhaustive examination and reported that the Graphophone patents controlled the field and could sustain their claim to a monopoly in any Court; that a Commission of experts was appointed to investigate the question of manufacture and that they found that graphophones were actually being manufactured at a cost not exceeding ($19.) Nineteen Dollars each; that the graphophones which they intended placing upon

informed them as to the cost of manufacturing the Phonograph, which cost they found to be double that of the Graphophone; that the Phonograph Factory was a small affair turning out very few machines; that Mr Edison stated to them that he was very doubtful as to the success commercially of the Phonograph; that they sounded Mr Edison in regard to the value which he placed upon the foreign Phonograph interest



LONDON, W.C. 188.
TELEGRAPHIC ADDRESS, "METROPOLE," LONDON.

(H)

the European market were not the same class of instrument as is being made for the American market, the former being far superior both as to utility and cheapness of manufacture; that they had approached Mr Edison with the purpose of obtaining information from him in regard to the Phonograph and the latter had

(b)

and that he gave you a letter authorizing you to deal with the matter; that they were handed a copy of Gouraud's contract with Mr Edison and had it interpreted with respect to Gouraud's rights; that they found that Mr Edison could sell out himself and Gouraud if he wished and if Gouraud would not deal with them they could go back to America and carry through a negotiation there; that you had named Six Hundred Thousand Dollars ($600,000.) as a "laughing" price for the combined interests of Edison and Gouraud; that there were influences at work with Edison in opposition to Gouraud (they referred here, without stating names, to you and myself) which would rupture Gouraud's

than the sale of the combined rights of himself and Edison and then he and Moriarty commenced sparring to determine a price, Yoward declining to name any figure. Moriarty finally offered Two Hundred Thousand Dollars ($200,000.) for the whole business and Yoward immediately replied that he would refuse as many pounds.

It was at this stage of the proceedings



LONDON, W.C. 188
TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON.

relations with Edison; that if their negotiations failed all around they would litigate immediately and generally they had full command of the entire situation and Yoward could save himself only by selling out. Yoward at once met this proposition with an absolute refusal to consider any proposition other

that I reached London and of course Gourand at once tackled me. I told him that I knew absolutely nothing about the affair — and assumed a neutral position, simply saying that I would be glad to submit to Mr Edison any proposition which Gourand desired him to consider — and then I went to work to post myself. The information which I have given you I obtained from Moriarity, Gourand and Young Seligmann, the last adding further that Tomlinson had told him that the Phonograph patents are as good and given him (as he expressed it) "the inside history" of them. I have checked the stories of these three men

(11)

The only progress made was by Moriarity stating that he was authorized to offer a maximum amount — then Gouraud started in to find what that amount was, and Moriarity held back in an endeavor to get Gouraud to name a price, and the interview ended with nothing further accomplished.

On Monday I saw Moriarity and Seligman to see what information

LONDON 188

(10)

TELEGRAPHIC ADDRESS.
"MÉTROPOLE," LONDON.

one with the other, and the information which I give as to what occurred before I arrived is correct. Since my arrival on Friday last I have been present at all interviews the first of which occurred on Saturday between Gouraud and Moriarity and was simply a sparring match —

I could get from them and which I have embodied in the first part of this letter. This morning (Tuesday) there was a meeting of Gourand, Moriarity and Seligmann - a repetition of Saturday's interview. The matter now stands thus: Seligman has an unnamed maximum price to offer and will not name it because he thinks Gourand's ideas are too high and wishes to bring them down before risking a refusal of his limit and the collapse of his negotiation. Gourand refuses to place any value on the business believing that he will in that way force Seligman to name his maximum.

Now as to Seligmann scheme. I understand perfectly every statement he has made

14

any chickens of that
kind coming home
to roost — and I dont
want to send Gouraud's
ideas up any higher
than they are because
I think you may have
some understanding
with Seligmann with
which I am not familiar
and it may be that
they will make a
proposition eventually
that you can accept.
I do not believe
that Gouraud's ideas
are as high as he
represents them. He
asked me today if

LONDON, 188
W.C.
(13)

TELEGRAPHIC ADDRESS,
"METROPOLE," LONDON.

all of which have been
advanced with the
idea of lowering Gouraud's
standards of values.
It has been impossible
for me to do anything
but keep my mouth
shut as tightly as possible.
I cannot assist in
depreciating values
because if Seligmann's
scheme fails, and I
have to deal with
Gouraud on values
later I dont want

I thought Mr Edison would accept $300,000 as his share in a cash sale. I replied that there was only one man who could answer such a question and that was Mr Edison himself – which answer I made for this reason. Seligman may have told Morrand that you had placed that alleged "laughing value on the combined interests simply to bring Morrand's ideas down and get him to consider an offer of (let us say) anything up to $1,000 000. In any such deal Edison's interest would be comparatively small, a third, and Seligman may want to turn around and make Edison a satisfactory offer – because he knows that the value you named was for Edison's interest only – there could have been no misunderstanding

17

generally. I will end this communication here and write you another regarding Yourands ideas and plans for commencing active business.

I think I forgot to say that young Seligmann told me that his people had perfected arrangements to prevent Yourand bringing out any Company in Europe. You should read

LONDON, 188
W.C.
(16)

TELEGRAPHIC ADDRESS,
"METROPOLE," LONDON.

about that. Therefore if any proposition is cabled to you you should see the Seligmanns and find out exactly what it means. I think there will be a lull in these negotiations for a few days which time I shall devote to calling upon the different people to whom I have letters and will post myself

18

This letter in connection with the next one that I will send by same mail

[illegible]

[PHOTOCOPY]

--------o------

Tate, Hotel Metropole, London, (New York, July 16,1889.

Gourand orders thousand phonographs, arrange payment in New York on sight draft with invoices and bills of lading attached. Connery wants three months' extension to Mexico to get Government concession. Arrange it with Gourand. Insull.

(2)

New York, July 16, 1889.

Tate, Hotel Metropole, London.

Seligman wants us make offer here. Will see Edison and wire fully later. Insull.

---------o--------

New York, July 17,1889.

Tate, Hotel Metropole, London.

You were present when Insull told Seligman Edison would require 750 thousand and manufacturing rights for his share alone. Edison refuses to deal with Seligman here. Is Gourand with any other partics? If so,whom and on what Basis? Insull.

---------o---------

**[PHOTOCOPY]**

[MISDATED. CORRECT DATE IS JULY 17, 1889]

--------o------

New York, July 16th,1889.

Tate, Hotel Metropole, London.

Have you told Gourand about "La Nature" article, and its hearing on Graphone. Insull.

--------o------

[PHOTOCOPY]

[FROM SAMUEL INSULL]

New York, July 17th.

Tale Posted Metropole London

Tell Gourand following: Insull saw Seligman, instructed by Edison in May. Insull refused Seligman's request to make proposal. Moriarty's statement absolutely false. Seligmans here disclaim threats. Edison wants Gourand push sale or lease machines, rather than accept Seligman's proposal or threats. Insull saw Seligmans today and referred them to Gourand. Edison took

(2)

responsibility giving Connery two months extension, which we think ensures strong Co. with monopoly franchise, directly Mexican Senate meets. Ask Gourand confirm extension. Many North Amm. Phono Co. licenses refusing graphone, preferring phonograph. Your course with relation to Seligmans correct. Gilliland, Tomlison and Tappan sailed Saturday. Possibly with relation to Graphone. Watch them. Insull's father will help. Hurry credit New York for thousand machines. Advise me what you have done in regard to other parties. Gourand is negotiating with .

---o---

[DECODED VERSION FOLLOWS]

5-M

Form No. 3.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | NO. OF WORDS | FROM |
|---|---|---|---|---|
| 208 | Cn/ro | | 87 | London |

Received at CENTRAL CABLE OFFICE, Stock Exchange, New York. July 17 1889

To Insull Ny

Replying to your Cable under date Gouvaud

Embargo Sixteenth disclose greatly exercised about offer which Seligman donation State Insult Insult made refusing to consider it authoratative I have taken position of knowing nothing Gouvaud disclose believes if Seligmans donations present negotiations fail he can amalgamate later and float Companies for joint interest states he could not float Companies to sell Phonos accident only now

Form No. 3.

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| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 208 | Cn | | | |

Received at CENTRAL CABLE OFFICE, Stock Exchange, New York. July 17 1889

To

even if underwritten because opposition too strong must be absorbed or he will sell Phonos accident or Lease Phonos abscond until business established to Capitalize will report soon on his Connections here

Tate

[DECODED VERSION OF PREVIOUS DOCUMENT]

5-M

Cable address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Ladyoot, _____ Orange, N.J. _____

Replying to your cable under date of 16th, Gouraud greatly exercised about offer which Seligman states Insull made, refusing to consider it authoritative. I have taken position of knowing nothing. Gouraud believes if Seligman's present negotiations fail he can amalgamate later and float Company for joint interest. States he could not float Company to se;l phonographs only now even if underwritten, because opposition too strong. Must be absorbed or he will sell phonographs or lease phonographs until business established to capitalize. Will report soon on his connection here.

215

[PHOTOCOPY]

[TO SAMUEL INSULL?]

London, July 18th, 1889.

Understand perfectly what Insull told Seligman. My interpretation is that mistatements made Gourand simply to reduce his estimate of values, and if Gourand named price for both interests Seligman would consider two thirds of it as cost of buying out Gourand, then attempt to negotiate again with Edison. Better let matter rest until you receive my letter mailed yesterday and others Saturday next. Making exhaustive investigation, have not found yet that Gourand negotiating with others. He has read "La Nature". Knows thoroughly opposition status. Wire name Gilliland's steamer. Tate.

Phono - Brazil

Form No. 3.

# CABLE MESSAGE.

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AS CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, order and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 123 | L | Chn | 44 | London |

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York.

July 18 1889

To Insull Ny

Sousa Taking brazil agency requires one Each treadle motor phonographs battery extra recorder reproduced barrel blanks Ship Saturday sure Cable departure Sousa waits Gouraud wants Six new spectacles Same Time am arranging Credit Gouraud Consents Connery Extension writing Confirmation

Tate

Phono - Eng.

# EDISON LABORATORY.

TELEGRAM.

July 18th 1889

From London

To Edison Conf'd Jul. 22/89.

How many machines weekly can you ship to fill Gouraud's order

Tate.

[COPY FOLLOWS]

Phono - Eng

LITTLE-MENLO.

20 July 89

My dear Edison

Tali has arr.d and communicated your series - by which I shall be duly guided. I am afraid that we shall now be too late for this season so far as "bringing out a Public Company" is concerned.

You never took any notice of my letter regarding "Moriarty" - He now says that I insult negotiated with him in N.Y. under your authority contained in a letter signed by you & that he offered the whole of the Phonograph rights represented by the Contract between you & me for ~~$6~~ $600.000 saying that it was "only the asking price".

He Moriarty repeated this in Tali's presence. Moriarty now offers $200.000 for the

THIS MEMO IS SENT TO YOU WITHOUT PREJUDICE AND WITHOUT ANY ADMISSION OF LIABILITY. THE MEMO IS NOT TO BE USED AS A COMMUNICATION WITHOUT THE WRITTEN CONSENT OF THE WRITER. THE MEMO IS NOT TO BE USED AS A COMMUNICATION WITHOUT THE WRITTEN CONSENT OF THE WRITER.

[COPY FOLLOWS]

2

same. I have declined his offer with thanks. He has apparently dropped the negotiation as he has not reappeared since Tuesday last, 4 days ago.

His alternative to purchasing the Phonograph rights is to annihilate the Phonograph Pats and equally so the Phonograph itself with a new form of Graphophone costing only $20. to manufacture and superior in every way to the Phonograph.

Moriarty says Lippincott told him that Phonographs are being returned on every hand and Graphos being put out in their place & 7 Graphos in use to 3

[COPY FOLLOWS]

5/ Chowa's! Tate denies all this and says LITTLE-MENLO. he knows to nothing about the "improved and $20 Gropho."

My reply to Insull's alleged offer is that there must be some mistake, as you had never communicated with me upon the subject and I had never authorized Insull or any body else to offer my interests at any price whatever, neither to negotiate for their sale either separately from or together with yours. That if you had authorized Insull or any body else to sell any interest in the contract between us, it must have refd to your own share in my contract. He insists that there can be no mistake about

[COPY FOLLOWS]

4/ it and that any offer Insull made could only have been under your authority and that he is entitled to consider that it was equally made with my knowledge & approval. And there the matter stands. As he is likely to turn up again it would be of some assistance to me if you can place me in a position to say on your authority that you have not authorized to make the offer in question or any other offer. for at present I am ~~[illegible]~~ convinced Moriarty thinks I am either lying or bluffing.

One of the Seligmans is with ~~the~~ Moriarty. They make no proposals of amalgamation except in the above form of buying us out for a small figure as an alternative to crushing us out. They candidly declare they

LITTLE-MENLO.

[COPY FOLLOWS]

*6/ they would not make a phonograph if they had the rights!

LITTLE-MENLO.

If Insull can also cable me a denial of having made the offer he is said to have made it is desirable that he should do so, as uncontradicted the circulation of such a statement would greatly prejudice negotiations having in view a larger sum than that for England alone. I shall therefore hope to hear from you upon this point on receipt of this.

Send me all the favorable reports you can get of satisfactory working of machines in offices. Also total numbers of Phonographs in hands of public at end of each week would help me greatly.

Thos. is making great headway in Italy & Belgium. Am sending it next week to Holland - Norway - Sweden, Portugal & Brazil. Yours Edison

[COPY]

Translation.

London, 20th July, 1889.

My Dear Edison,-

Tate has arrived and communicated your views, by which I shall be duly guided. I am afraid that we shall now be too late for this season, so far as "bringing out a Public Company" is concerned.

You never took any notice of my letter regarding "Moriarty." He now says that Insull negotiated with him in New York, under your authority contained in a letter signed by you, and that he offered the whole of the phonograph rights represented by the contract between you and me for $600,000, saying that it was "only the asking price." He (Moriarty) repeated this in Tate's presence. Moriarty now offers $200,000 for the same. I have declined his offer with thanks. He has apparently dropped the negotiations, as he has not reappeared since Thursday last, four days ago. His alternative to purchasing the phonograph rights is to annihilate the phonograph patents and equally so the phonograph itself with a new form of graphophone costing only $20 to manufacture and superior in every way to the phonograph.

Moriarty says Lippincott told him that phonographs are being returned on every hand and graphophones being sent out in their places - seven graphophones in use to 3 phonographs. Tate denies all this and says he knows nothing about the "improved and $20 graphophone." My reply to Insull's alleged offer is that there

[COPY]



must be some mistake, as you have never communicated with me upon the subject and I had never authorized Insull or anybody else to offer my interests at any price whatever; neither to negotiate for their sale, either separately from or together with yours. That if you had authorized Insull or any body else to sell any interest in the contract between us, it must have referred to your own share in my contract. He insists that there can be no mistake about it, and that any offer Insull made could only have been under your authority and that he is entitled to consider that it was equally made with my knowledge and approval. And there the matter stands. As he is likely to turn up again, it would be of some assistance to me if you can place me in a position to say on your authority that you have not authorized to make the offer in question or any other offer, for at present I am convinced that Moriarty thinks I am either lying or bluffing.

One of the Seligmanns is with Moriarty. They make no proposals of amalgamation, except in the above form of buying us out for a small figure as an alternative to brushing us out. They candidly declare they "would not make a phonograph if they had the rights!"

If Insull can also cable me a denial of having made the offer he is said to have made, it is desirable that he should do so, as uncontradicted the circulation of such a statement would greatly prejudice negotiations, having in view a larger sum than that for

[COPY]



England alone. I shall therefore hope to hear from you upon this point on receipt of this.

Send me all the favorable reports you can get of satisfactory working of machines in offices. Also total numbers of phonographs in hands of public at end of each week would help me greatly.

Phono. is exciting great interest in Italy and Belgium. Am sending it next week to Denmark, Norway, Sweden, Portugal and Brazil.

Yours

(Signed) G o u r a u d .

Tele - letters

17

Hotel Metropole
London July 20/89

My dear Insull:

Owing to the failure of some appointments made for me by Kentty I was unable to get a second letter off to you by last Wednesday mail - I give you now the following information:

Seligman Negotiations:

Your cablegram 17th which I have confirmed as No: 4 shows me that you misunderstood the exact meaning of my cablegrams. I will be more explicit in future. When

18

I reached London and found that Seligman was negotiating with Gouraud, I considered it necessary to post myself fully as to the exact status of each side of the negotiation before risking a disturbance of the condition of either. A word from me, one way or the other, might and would have changed the entire situation. I wanted you to know the position of each side as I found it so you could have an opportunity of

instructing me how to tip the Scales
In my cablegram confirmed in my letter dated 18th inst I gave you Seligmans (Moriarity's) representation of his side, together with Gourands manner of receiving it.
I assumed the position of knowing absolutely nothing and made no statements whatever. Finally I cabled you my interpretation of the situation, confirmed in my letter Enendate herewith, which I am positive is correct, providing



that I have a true knowledge of your dealings with Seligman in New York.
My understanding is that you never discussed with Seligman the value of the combined interests of Edison and Gourand. That the subject you considered in your dealings with them was the value of Edison's interest alone and that you told them you considered the latter to be worth 750 thousand and the manufacturing rights.
Furthermore that you discussed this business in such

away that Seligman could not possibly have misunderstood you. In the light of this belief I had to interpret Seligmans presentation of the case to Gouraud and discover the reasons for his mis=representations. He could not have tried to deceive Gouraud in the hope of carrying the deception further to include Edison. I therefore concluded that he wanted to find what sum he would have to pay to buy Gouraud out



and as the latter had refused absolutely to consider any proposition other than the sale of the joint interests of himself and Edison, Seligman had used any and every means to reduce Gouraud's ideas of values. I caught to have cabled you my interpretation when I advised you of both sides of the case but I thought you would understand it when I said that I had taken the position of knowing nothing.

I believed it would strike you just as it did me. I will continue a discussion of this negotiation after I give you a little information about Gourand, so that you may understand my views intelligently.

Gourands Position

So far as I have been able to ascertain ~~[illegible]~~ ~~[illegible]~~ Gourand has not negotiated with anyone regarding the formation of companies or the sale of the entire rights. Verity tells me



that some of his friends, represented by J. Spencer Balfour, approached Gourand to sound him as to the floating of a Company, but that they dropped it when they found that Gourand wanted $350,000 as his share of the "plunder". I have not completed my investigation of Gourands connections and cannot vouch for the correctness of my present opinion, but it appears to me that

he has devoted his time to booming himself and the phonograph, considering that the time had not come yet for him to assume an aggressive attitude with respect to floating a Company.

I am completing a number of sources of information and will soon be able to speak more positively of Edmunds past and will also be in a position to follow him closely through any negotiations in the future.



graphophone.

This opposition machine presents itself in this way:-

1) It is backed by the Seligmans who must be considered as an important Commercial element.

2) The Graphophone patents antedate those of the phonograph

Presuming that we attempt to float a Company for the phonograph alone we have arrayed against us commercially the whole Seligman Connection. In

addition to this the Graphophone has ~~a legal status~~ an apparent legal status with respect to patents which is just sufficient to deceive the public. If we take independent action they will set up a howl "that the Graphophone patents antedate those of the Phonograph" which will be popular and as they would at once attack us in the Courts we are unable to count on general public support.

Gouraud knows this



He also knows that we could kill the Graphophone claims in Court, but the question is not one of the merits of claims, but rather of how each side would appear to the public eye before a final settlement of claims could be had. He has concluded that it would be a great risk to attempt to float a Phonograph Company at the present time.

(This seems to show that Gouraud personally has no friends)

because if he had any kind of an efficient connection he would not be obliged to consider popular support as such an important element in the launching of a company.

He talked to me the other day about ~~for~~ a scheme which would include the sale of all the foreign phonograph rights and also the sale of the phonograph work. Said he could give the phono works stockholders 100% on their investment



and wanted me to cable Mr Edison asking if he would consent to such a deal. I said that when he had any definite scheme to present I would be glad to present it — that his ideas were too crescent to make it worth while transmitting them at present.

I keep my relations with in a state that will insure my hearing all his propositions — Every thing he may be considering — for these enable me to size his strength.

He thinks that

if he can place something more tangible than patents on the market it will increase his chances of success, and this is why he probably will try to establish a business in the sale or leasing of machines.

I have interviewed Spencer Balfour, Sir John Reader and Sir James Anderson. I can call these men Kenty's connection. They have talked quite freely to me and are unanimous in the belief that Gourand has no



following, and can not acquire one and that he would fail in any attempt to float a Company even if he had no Graphophone opposition.

Now I conclude as follows:

Gourand cant float a Company.

If the Telephones buy us out, or if we effect a combination with them, ~~the~~ company can be floated, not because of the Graphophone opposition but because we would thereby acquire the financial support which

is now lacking.

Unless we combine we should make Gourand do a legitimate business and wait until the phonograph itself has acquired that popular support which Gourand cannot command now, before attempting to capitalize the business.

There is another side to this question which you must consider. The men of finance do not consider Gourand as Mr Edisons representative



They consider that he represents Gourand alone. I believe it would be quite practicable for Mr Edison, through a representative here to form a good connection entirely independant of Gourand, and that Edison could become such a power among the men who control the financial affairs of this country as to make him independant of the assistance of any but an ordinary agent. The people want Edison but they refuse to

Swallow Gourand
with him.

Yours A. White

'Consider any proposition
'for purchase but
'cannot authorize
'negotiations New York
'his behalf account
'probable Complications
"Prefers deal direct"

I think these Seligman negotiations have excited his suspicion and he therefore wants to handle everything himself.

Gilliland and party are due tonight.
I will see your

Phone - Paris

LONDON
W.C.
July 1889

TELEGRAPHIC ADDRESS.
"MÉTROPOLE," LONDON

My dear Insull:

I got your cable 20th inst. in regard to parties other than Seligman who desired to negotiate for certain countries. Gourand was not in town on Saturday but I saw him this morning and cabled you as follows:

"Disclose says will

father tomorrow and arrange to keep track of them.

I wish you would tell Mr Edison that I am investigating Electric Lighting here as he wanted me to, and will write him fully in a few days I have some interesting information.

I hear bad reports from Paris regarding Phonograph exhibit and want to run over there as soon as possible so I can report.

Pender, Anderson and Leyland had all heard the instrument and said it was very unsatisfactory and I hear the same thing from other sources. I am

in putting it straight.

Hammer insists that it is all right but it is sufficiently important for me to investigate. I will cable you ~~about the~~ when I find I can get away for a few days from here.

Yours [illegible]

LONDON, W.C. 188

TELEGRAPHIC ADDRESS, "MÉTROPOLE", LONDON

going to go into the Exhibit and fall in with the crowd and hear the machine as an ordinary visitor — and will cable the result. I hope it is being handled properly now — but if it isn't no time should be lost

have been trying to accomplish it. I told him that the Phono. Works must have their money on presentation of invoices and B/L and he said he could arrange it but it might be necessary for him to dispose of something (Securities) which he wished to avoid if possible. He began to discuss 60 day drafts, but I discouraged that idea. He then said he would think the matter over.

gourand anti-gourand Sealing
foreign phonograph Seligman
mercantile " Sale of phonograph rights.

LONDON July 22/ 1889
W.C.

TELEGRAPHIC ADDRESS.
"METROPOLE," LONDON.

My dear Insull

I wrote you last on Saturday. Today I have had a long conversation with Gourand, and an interview with Mr Leyland, Vice Chairman of the Edison Dwant Co.

First as to my talk with Gourand:

Ever since you asked me to arrange a credit in N.Y. for 1000 phonographs I

and he has been thinking it over even since and is not yet prepared to say what he will do. I think I can anticipate his decision from to-days conversation. As I told you in my last letter, he does not believe that he could float a company at this time. His next alternative is to sell on lease machines. If he sells machines he thereby commits any future organization to the policy of selling, as they could not call in property already disposed of - or if they wanted to lease they would be embarrassed by precedent - If he leases machines, a future organization could adopt either policy - if they desired to sell, the leases would in all

He has no such organization, but talks of perfecting one. He says that this would be slow work and that he would not require very many instruments for some time - which remark I take as the forerunner of a reduction of the orders he has given for machines.

In your cable to me 18th inst. you told me that Mr Edison preferred Ferrand to go ahead



LONDON, W.C. 188.
TELEGRAPHIC ADDRESS.
"METROPOLE", LONDON.

probability be glad to commute and purchase their instruments outright - Therefore Ferrand considers it better at this time to lease the instruments.

Now he can only get these instruments into the hands of the public through competent agents. We have seen the necessity for proper instruction in America.

and sell or lease machines rather than to spend time negotiating for the sale of rights, and I have therefore urged him to commence real business. His policy however is one of delay. He either cannot raise money enough to buy any considerable number of machines, or he does not want to do so. His manager (Young) tells me the other day that the Phonograph business thus far had not cost Edmund a single cent. I believe his order for a thousand machines was a "blind" – I cant see what he could do with them after he got them as he has no organization through which to market them. He tells me that he has sent

8

as the Agents who are contemplated in the Yourand Contract because if they can be, it only becomes necessary for Yourand to put a man in any Country to give paid Exhibitions in order to save himself — and make money at the same time by this evasion of the spirit of his agreement.

By saving himself I mean by preventing the reversion of any territory to Edison.

LONDON. W.C. 188

7

TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON

representatives to Italy, Norway, Sweden and Belgium, but these men are Exhibitors, and are probably showing the phonograph for money. I am finding out if this is so — but there is really no doubt about it. It would be well for you to find out from Eaton if these men can be considered

I will cable you for instructions as soon as Gouraud decides about that order. I am going to force a decision tomorrow. We may as well know at once where we stand.

Interview with Leyland

This gentleman was very guarded in his remarks but he went so far as to say that he knew Gouraud had no following and referred to Gouraud's past history as being sufficient to prevent confidence being placed in him. I think he conceived the idea that I was sounding him as to the probability of his (Leylands) joining a scheme for floating a company. He is very wealthy

11

patents and evidently had familiarized himself with Phonograph and Graphone affairs.

I tell you all this because it has an important bearing on what I said in ~~my~~ concluding my last letter — that people wanted Edison but would not swallow Gourand.

I am very well satisfied that all the people I have seen would join Mr Edison and be glad to do so — but Gourand cannot command the cooperation

LONDON, W.C. 188
10
TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON.

and has the reputation of being very shrewd. He was quite familiar with graphophone affairs.

In regard to the Phonograph he said that if a syndicate were formed, to purchase it the patents should be thoroughly investigated and incidentally he mentioned a firm of lawyers. He knew about the old phonograph

of any of them. I might investigate here for the next six months and develop nothing beyond confirmation of this opinion

It now remains for you to decide what you wish to do. Whether you want Yourand to go ahead and establish a legitimate business which means evasion and delay. Whether you will allow him to follow his true inclinations and wait Micawber-like, for someone to buy him out — or whether you will force him to permit independent action to be taken and negotiations placed in the hands of some representative of Mr Edison other than Yourand, which is

14

be accomplished by Mr Edison taking the stand that his consent to the formation of Companies could be obtained only by placing the negotiations in his hands. Then the negotiations would have to be carried through the various complications which would afterwards arise with Gouraud engendered by his vanity and greediness.

Altogether the prospects are not bright and we are between the devil and the deep sea.

I know that Mr

LONDON, 188
13 W.C.
TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON

the only way that London capital can be enlisted – I know nothing of other countries, but doubt if Gouraud could float an outside company in Europe unless he led off successfully here.

Of course this last alternative would not be plain sailing by any means. Gouraud would first have to be subjugated – which might

Edison wants Gouraud to go ahead and establish a legitimate business but I feel equally sure that a legitimate business will never be established by Gouraud. The Phonograph will only attain commercial success in Europe when it leaves his hands, and the question that presents itself to my mind as being the all important point for consideration, is What is the quickest way we can get it out of his hands? My conclusion is that before anything is realized we must grin and bear it until in the course of events he is bought out - or we must force a sale on

17

and that our best course would be to await developments until January and if matters have not improved, take definite action then to place the business in proper hands.

Yours
Astaire

LONDON, 188
W.C.
16

TELEGRAPHIC ADDRESS,
"MÉTROPOLE," LONDON

the lines I have indicated.
Sir John Pender said that if we intended floating a Company it should not be delayed beyond October next — that it might be done in February but delay was dangerous. My belief is that if the proper men were behind it it could be floated as well in February as in October

2

manufacturing rights. His idea was that when it became necessary for any Company to have a Factory of its own, he would under=take to erect it: run it for a period of say five years and then turn it over on the basis of Earning capacity.

In talking with Your and I have indicated that Mr Edison would

Phono. Eng.

LONDON July 23/1889

TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON

My dear Insull:

The Sunday before I sailed I had a conversation with Mr Edison in regard to the formation of Companies abroad and the question of foreign manufacture at which time he gave me his views as to how he should retain the

only consent to the formation of Companies by including some arrangement whereby he ~~had~~ should retain absolute control of manufacture for a period of years, giving all the various reasons why this is necessary that I need not repeat here and have told him of Mr Edison's plan of establishing a factory and giving the company the right to buy it out at the end of a period of years by capitalizing the earnings.

He says he considers this an excellent idea and that it could be presented in the light of a positive advantage

LONDON, W.C. 188

TELEGRAPHIC ADDRESS.
"METROPOLE," LONDON

4

to any Company,
as it can.
I have not gone
into details - just
far enough to
make it clear to
him that the manufacture
must be left in
Mr Edison's hands
which fact he
understands very
clearly. Yours [illegible]

he is having made a list of what he requires now — which will probably be 50 phonographs and supplies — and you can rest assured that he will not ask for a further ship=ment for several months, if he ever does. He tells me that he is going to set up a lot of instruments in his offices here and commence the

Phono-Eng

LONDON W.C. July 23/ 1889

TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON

My dear Insull:

I was quite right, in writing yesterday, when I called Yourands order for a thousand phonographs a blind. He might just as well have made the order 10,000 or 50 — It would amount to exactly the same thing.

I have seen him this morning and

education of experts for the various countries under his control; that he is writing to each of the men who have applied from these countries for agencies to send over a man to be instructed, saying that in this way he will secure a man naturally adapted to the country in which he is to work; that through these agencies he will lease machines and that his contract with these agents will provide for the relinquishment of their agencies upon the payment to them of some definite consideration yet to be determined should a company subsequently be formed in their territory.

5

of his wishes. I know that what he desires is the commercial success of the phonograph; that he desires to see a legitimate business established with as little delay as possible, and when I comment on Gouraud's proposition I do not wish to be understood as opposing this idea. If Gouraud were sincere it would be a different matter, but he makes these propositions simply to mislead and deceive

LONDON, W.C. 188

TELEGRAPHIC ADDRESS, "MÉTROPOLE," LONDON

4

you can size up this arrangement for what it is worth. To my mind it amounts to nothing and means delay pure and simple. In writing you on these matters I am very anxious that Mr. Edison should not form the idea that I have lost sight

me in the belief that I will mislead Mr Edison as to his real intentions. His agency scheme, like his order for a thousand phonographs, is a blind.

The phonograph can only attain commercial success by reaching the public through the medium of an efficient organization. It cannot be sent out haphazard to be misunderstood and eventually thrown aside, but must be properly and efficiently introduced and maintained. We are in a position to insist upon such an organization being perfected by Gouraud – he knows it and is afraid of it – but I look upon this power

the present situation.

The commercial success of the Phonograph will never be seriously considered and worked out exceptionally until it leaves Gouraud's hands, and if we used the power which we hold over him excepting as I have said, as a means to a different ending, we would defeat



LONDON, W.C. 188

TELEGRAPHIC ADDRESS, "METROPOLE" LONDON

simply as a means to a different end, as a whip with which to beat him into line when it becomes necessary to use it, and in the interest of Mr Edison and the Phonograph itself, it would be folly and worse that to take any other view of

the primary objects which we seek to attain – there would be no money in it for Mr Edison and the business would be destroyed. With the information I have given you, and your knowledge of Gouraud you are as capable of interpreting this situation as I am and it would gratify me to know if your conclusions differ from mine.

I learn this morning that Gouraud is considering bringing out a French Company, or forming a Syndicate there after Mr Edison's visit to Paris considering that that time

"

but I cannot discover anything of a definite nature. He could not in any event go very far in a matter of this kind without our knowing of it.

Yours

LONDON, W.C. 188

10

TELEGRAPHIC ADDRESS, "METROPOLE," LONDON

would be propitious. He says that he had had some correspondence on the subject which may or may not be so. I cannot find that he has opened negotiations with any one as to formation of Companies – I mean serious negotiations. He may have sounded different people in an indirect way

2

to represent a syndicate in an endeavor to carry through a negotiation they would abandon it as soon as the negotiation failed and would not be such an important commercial element if we move without the graphophone.

I have assumed that they would oppose us but I am wondering now

5-M

LONDON
TELEGRAPHIC ADDRESS,
"MÉTROPOLE," LONDON

LONDON, July 23/1889
W.C.

My dear Insull:

Do you know that the Seligmans themselves own the graphophone. Young Seligman told me they do, but it is important that we should know positively.

If they have simply undertaken

whether, if we kept quiet for a while, the relations of the Seligman Connection to the Graphone would undergo any change; It might if they are acting as Agents - It would if they represent themselves.

Let me know if you can get any definite information on this point

Yours Truly

Young Seligman and Moriarity have gone to Paris.

I have told Yourand that Moriarity's representation

LONDON, W.C. 188

TELEGRAPHIC ADDRESS.
"METROPOLE", LONDON.

of your negotiations in New York ~~were~~ was untrue. That you had so cabled me and that what you did was to refer them to Jourand which is the latter's present understanding of the situation

Jon Tate

Olond - Eng

Form No. 2.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose and shall be subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 519 | 3/ | Xa | a 43 | London |

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. 24 July 1889

To Insull Ny

Gouraud's

Digamy order thousand machines means nothing will probably order fifty delivered now and delay balance indefinitely has absolutely no organization to market instruments mailed yesterday final reports on situation communicate with him only through me important

Tate

Phono- Eng.

# EDISON LABORATORY.

TELEGRAM.

1 July 25 18

From London

To Insull New York

Just received written order from Gouraud fifty machines saying expect repeat the same monthly but each orders stand on own merits wants payment to be made monthly for previous deliveries sixty days draft which I have refused ~~to~~ will send orders. ~~[illegible]~~ details when ~~the~~ he agreed payment New York, States

# EDISON LABORATORY.

TELEGRAM.

18

From 2

To

has decided ~~not~~ perfect agencies organization cant use many machines until this accomplished this policy insincere has no money cant get any for agency business orders to the number of one thousand given before my coming, Darown expecting would conceal real intentions which is delay

EDISON LABORATORY.

TELEGRAM.

18

From 3

To

Pending sale or alliance, opposition to form company for both interest I am advised Pender & Dalfour Anderson, Leyland and others, Gouraud can do nothing Loud on money market account of personal distrust better wait ~~till~~ all my report mail up ~~up~~ to the 23rd before advising will lose nothing by delay Gouraud con-

EDISON LABORATORY.

TELEGRAM.

18

From 4.

To

sents Connery concession will confirm

Tate.

S M

# EDISON LABORATORY.

TELEGRAM.

July 25 1889

From London

To Insull N.Y

Seligmann has renewed negotiations with Gouraud, my former interpretation appears wrong. Gave them every opportunity. Explain to me personally but they appear convinced. Insulls price covered both interest state they are buying fix price with Gouraud of which your pro-

# EDISON LABORATORY.

TELEGRAM.

18

From

To

portion will be one third. have you any other understanding with ~~Gouraud~~ Seligmann New York otherwise cant comprehend their construction Insulls offer

5 15 p.M
28 d.M

Tate.

[PHOTOCOPY]

New York, July 25th, 1889.

Tate,
Hotel Metropole,
London.

Seligman's people here understand Insull's figure only covered Edison's interest. If their London agents say otherwise their statements false. Have cabled you Edison refused dealings with Seligmans here referring them absolutely to Gouraud. Return Gouraud his wrriten order for fifty machines. We have his order for thousand machines. We will accept nothing less until this filled. Shall not ship any until New York credit arranged.

Consideration through Gouraud for original contract his financing business. Must ~~xxxxxxx~~ insist on cash basis. No letters yet arrived. Put name of steamer on envelop in future.

Insull.

----------ooOoo----------

5-14

Hotel Metropole
London
May 30/88

Gouraud's plan for
initiating a phonograph business
is to get the men who desire
to take the agency to send
a man at their own expense
to London. The details [illegible]
appear that the Agents must
purchase from Gouraud the
two phonographs - a motor
and a treadle - at a price
not exceeding £20 no
phonographs are to be leased
to the public, and the
Agent is [illegible] in taking
up his agency should a
Company be formed to
take over the business
being reimbursed the money
paid for machines and
compensated for his time.
Gouraud is writing out
the details of his scheme
and will hand them to

we next meet. I give you
the bare ideas here, which
is a sufficient preface
to what I have to say.

The information and opinions
which I had received from
Sir John Reeder, Sir Jas Anderson
J Spencer Bacon, Mr Leyland
and some of the men to
whom you gave me letters;
the statement made to me
the night before last by
Gourands Manager to the
effect that Gourand depended
upon the Underwriters to
float any Company he may
attempt to bring out; the
fact that he has no friends
among the Underwriters
and has himself said, and
shewn by his actions that
he cannot look for success
in this direction is evidence
which I consider fully justifies
the opinion which I have
formed as to the way we

Should handle this business
My outline of Gouraud's
proposed Agency plan
is sufficient to show you
that he does not intend
investing a dollar in
the business personally
and for the very good
reason that he has not
got a dollar to invest.
In addition to this he is
a most undesirable man
to handle such a business
and such a policy carried
out by him would ~~to~~
at least in my opinion
ruin the phonograph
commercially.

The plan which he has
formed for establishing
Agencies is the result
of the pressure which we
have brought to bear
upon him with respect

to ordering machines. He could not buy these himself. So he worked out a scheme to make some one else purchase them and give the impression at the same time that he meant to do real business. The whole thing is a sham.

Now listen to my logic. The trump card which we hold is our right to make Gouraud do an Agency business and cover his territory within a certain period to prevent its reversion to Edison. Gouraud has several months ahead of him in which to save his territory. If we bring pressure to bear upon him at the present time

he will simply go to work and cover the ground - not efficiently but in a way to secure his rights; it will be an organization without head on Stail to it and following it out through all its possibilities it may become a source of great embarrassment to us when we desire to dispose of the business in a different manner.

My belief is that we should avoid pressing him at the present time. In short that we should adopt tactics just the opposite to those we have been employing and if it can be done with safety, go a little further and block him - Hold him back as far as we can so that his territory may be left open to as great an extent as possible and then when we reach a point where he cant save

himself, bring to bear upon him all possible pressure with the idea of getting the business into better hands. Now be here what I have before told you that Mr Edison can come to a financial support but in the London market if he has some other medium than Gouraud but at the present time it would be impracticable to make the latter relinquish the reins on account of his consuming vanity and suspicious nature. He must find himself in a hole and be made to bargain for getting out and I think he should dig the hole as deep as possible. It would be much easier for Mr Edison to form a syndicate to buy Gouraud out (and himself also) than for Gouraud to form one to buy out Mr Edison, in addition to which, in the

former case Mr Edison would not have to risk the passage of his consideration through Gouraud's sticky hands

There is nothing to do other than this but to follow Gouraud's lead not a very difficult task at present as he has not initiated any negotiations

I learned yesterday that some months since Gouraud had Panmure Gordon of Panmure Gordon & Co. Broker near Throgmorton Ave in to see the phonograph and Gouraud's manager said that these were the people through whom Gouraud would try to float a Company.

I am investigating Panmure Gordon and will report by Wednesday's mail.

Perhaps Your Assistant

8

Mr. Butler knows them.

All I have said will show you that my belief is that Mr. Edison could make more money and insure the commercial success of the phonographic Europe by assuming a passive attitude towards Gouraud at present, waiting for the spring to carry out an aggressive policy.

[illegible]

Phono - E

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

29th July 1899.

Chas R. Batchelor Esq.,
Phonograph Works,
Orange
N. J.

Dear Mr Batchelor-

We have been corresponding with the N. A. Phono Co in regard to certain accessories for Phonographs . We wish to make a good start here by having everything in the wauof fittings of the best character and are therefore anxious to get into the right market for them. We understand from The N. A. P. Co that you are making a table for combination with the typewriter and Phono and shall be glad if you will let us know what you purpose turning out so that, i f possibl we may draw as many supplies from one source as we can.

We have made several combinations here but they are all based on the idea of the Phonograph being covered in on the top of the table itself ,and not sink as in the case of the N. A. P. Co.

Any information and data you can give us will be much appreciated by

Yours faithfully

Edison's Phonograph Co
J. Lewis Young,
Gen'l Manager.

SPOKEN INTO EDISON'S PHONOGRAPH
BY J. L.
WRITTEN
BY

J. Lewis Young

[PHOTOCOPY]

[TO SAMUEL INSULL]

-------ooOoo-------

London, July 29,1889.

You mislead me advising Gillians party sailed on Servia. They reached Havre 21st la Bretagne. Seligman's representatives went Paris about same time. Am going to Paris end of week to get on track and arrange for information. Will advise before leaving. Cable credit to-day. Tate.

-------ooOoo-------

[PHOTOCOPY]

London, July 31, 1880.

Goursud will take fifty machines account of order for thousand and arrange payment New York. Am obtaining written confirmation. This is best can do. Tate.

-----oo0oo-------

Phone Wks

Tate,
Hotel Metropole,
London.

You must not accept Goursud's variation of order. Will not ship any until payment is arranged. Insull.

-----oo0oo-----

Phono - Eng

Blank No. 11.

CABLE MESSAGES.

# The Western Union Telegraph Co.

*All messages destined for points beyond the United States, via the Atlantic Cables and the Cables to Cuba, which are received by this Company for transmission, will be so received and sent forward over its lines to the terminus thereof, and there delivered to the next connecting Telegraph Company, only on the terms and conditions printed on the back hereof.*

THOS. T. ECKERT, Gen'l Manager. NORVIN GREEN, President.

July 31. 1889

Send the following Message, subject to terms and conditions printed on the back hereof, which are agreed to.

To Gate Hotel Metropole
London.

You must not accept Disclose variation of order thousand Machines. Will not ship any until payment for ~~all~~ thousand is arranged. ~~Why dont you follow instructions. Ask disclose why he ordered thousand when he only wanted fifty~~

Insull
19 Dey St.

Seligman Deal

SAMUEL INSULL.

44 WALL STREET,

New York, August 7, 18

My Dear Tate:

I have carefully read all your letters of the 22nd, 23rd and 27th. What you have told me about Gouraud is of course old so far as I am concerned, and does not in any way surprise me. Your investigations simply confirm, and prove as correct, my prognostications with relation to the illustrious Colonel.

There is very little that I need comment on in your letters, except your suggestion as to leaving Gouraud alone until the early part of next year. It occurs to me that there is one point you have overlooked: If we leave him alone and allow things to drift until January next, the Graphophone people will have formed and floated the European Company. Moreover, they will have obtained the money necessary for pushing their business, and our chances of getting a big price out of them will be less than if we deal with them now. You must remember that whilst it is still uncertain as to whether they can float successfully a Company, they will be inclined to pay us a much better price than if we wait until such time as their Company has been floated and they have their capital in their treasury. I might enlarge on this point for a week, but I would be unable to add anything further. The Graphophone people to-day are undoubtedly scared since we broke off

connection with the Seligmans. They have sent several people to us, notably Mr.Haynes, about whom Mr.Edison can tell you, and I am confident that within the next few days this gentleman will again turn up, and will, in all probability, bring with him a Mr.Dos Pasos, who is, I believe, the Attorney for the Seligmans in connection with this matter. Probably by the time you receive this letter I shall be again cabling you on this subject. Do not imagine when I do so that I am negotiating with the Seligmans. I shall do absolutely nothing unless they come to me. I had a long conversation with Mr.Edison the night before he left, and he and myself had an absolute understanding as to how to deal with anything that might turn up from the "Children of Israel." Should any attempt be made by the Graphophone people to float a Company in London before they settle with us, not a moment should be lost by Mr.Edison in acquainting the English public with the fact that the Graphophone is by no means the Phonograph; and I am confident that if English capitalists understand that if they go into the Graphophone Company separate from the Phonograph, they will have on their hands a big commercial fight, they will hesitate, and I believe refuse to put money into the Graphophone until Mr.Edison and the Phonograph has been dealt with. I don't think it will be best therefore to sit quietly down. I know that the real negotiations for the sale of the Phonograph to the "People of the Promised Land" (the Seligmans here) will have to take place here.

The course I have pursued with relation to the order for one thousand (1,000) instruments is owing to the fact that we do not want to give Mr.Gouraud an opportunity to crawl out of his order for the 1,000 instruments. On the other hand, we do not want to put Gouraud in the position of claiming that we have thrown obstacles in his way of obtaining Phonographs. If he is able to claim this he may be able to use it as a means of getting an extension of his contract, which, after all, is only an option contract, subject to his taking a certain number of instruments in a given time. This phase of the matter has only occurred to me whilst dictating this letter.

I am leaving to-night for about five days' vacation, feeling very much used up owing to the extreme close attention I have had to give to business for the past year. Major Eaton is going away with me, and I shall consult him as to the legal aspect of this matter.

I wish you would show Mr.Edison the above. I am dictating this letter to Mr.Butler on the Albany night boat, as I have been compelled to take him as far as Albany with me in order to finish up my work before going away. You will therefore excuse my not signing it.

Yours truly,

Saml Insull

by Thomas A Butler.

P.S.-

Please make a special point of getting Mr.Edison to reply to any letters or cables from me the moment they are received.

phons - Eng
Form No. 2.
50 M—10-4-89.

# COMPAGNIE FRANÇAISE DU TÉLÉGRAPHE DE PARIS À NEW YORK

## (FRENCH ATLANTIC CABLE CO.)

Messages Forwarded to all parts of the World.

PRINCIPAL OFFICES:

NEW YORK, 34 Broad Street, 1 Mercer Street, 11 East 14th Street.
TELEPHONE No. 860 John.

LONDON, 24 Royal Exchange, E. C.
PARIS, 53 bis Rue de Chateaudun.
BREST, 35 Rue St. Yves.

Connecting with all FOREIGN TELEGRAPH Administrations.

No. 87

Date, AUG 10 1889

No. of Words 22

The following message is received via French Cable at Bna M. subject to the terms and conditions printed on the back hereof which are ratified and agreed to.

From Paris

To Insull my

Your letter
Eruption
july thirtieth have
accepted
absolutely nothing from
Gouraud
Foulkinson
disclose
disdain disgrace geneva
will
report fully tuesday
after
seeing dislocate
J A G.

Tate

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

[PHOTOCOPY]

[TO SAMUEL INSULL]

Paris, August 16, 1889.

First interview yesterday between Gouraud, T. A. Edison and Seligman's agents. Discussed bringing out Company for joint interests. Could not agree on dividion of amount to be paid Vendors. T. A. Edison suggests proportions sixty and forty, our favor. Seligman's men said could only submit to their principal's proposition for equal division. Gouraud and Edison refused and interview ended.

Tate.

Phono - Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.

Edison House "B," Northumberland Avenue,
LONDON,
W.C.

19th August 1889.

Dear Sir-

We have received the consignment per Ravensheugh at last. The delay in receiving these goods has caused very great inconvenience and annoyance to Mr Monteiro e Souza, and if you did not intentionally ship them by the longest route , I shall be glad if you make inquiries and censure those in fault.

Many of the articles were broken. 5 of the Edison glass jars and a great many porcelain tops. Will you make up this defi c iney in your next shipment and state if the goods were sent at owner risk.

We are anxiously expecting the 5o machines on order and shal

hope to have advice of them very shortly.

Please note that the last lot of goods were received without Advise Note or invoice. One or both of these should precede the shipment in order that we may check the consignment.

The present shipment seemed to be most complete and we shall be glad if you can repaet it as soon as possible so that we may send the various articles to Holland or Norway .

The roll top to the treadle machine looks nice but the hinges are very flimsy and the strain is very great on them. Can you not improve this.

Let us have a line as soon as you can to say how things are progressing, and send us anything new in the way of accessories.

Faithfully yours,

Gen'l Manager.

Address Hotel du Rhin

Paris.

[PHOTOCOPY]

[TO SAMUEL INSULL]

Paris, August 18, 1889.

Seligman's agents atate are authorized negotiate only for such out-right purchase. Gouraud and Edison refu se this basis.

Tate.

[COPY FOLLOWS]

**Indications conventionnelles.**

| | | | |
|---|---|---|---|
| Avis télégraphique..... | AV | Accusé de réception..... | CR |
| Réponse payée..... | RP | Télégramme recommandé... | TR |
| Télégramme collationné..... | TC | Télégramme à faire suivre... | FS |

Dans les dépêches imprimées en caractères romains par l'appareil télégraphique, le premier nombre qui figure après le nom du lieu d'origine est un numéro d'ordre, le second indique le nombre des mots taxés, les autres désignent la date et l'heure de dépôt.

*L'État n'est soumis à aucune responsabilité à raison du service de la correspondance privée par la voie télégraphique.* (Loi du 29 novembre 1850, art. 6.)

Indication

Plono-
South
America

N°

Timbre à date

PARIS
31 AOUT 89
BOURSE

*Pour* _____ *de* _____ *N°* _____ *Mots* _____ *Dépôt le* _____ *à* ____ *h.* ____ *m.* ____

PARIS DE NEVVYORK 149 37 VBRANGLO

CAN PROBABLY PLACE PHONOGRAPH FOR CENTRAL AND SOUTH AMERICA HERE GET TERMS AND SIXTY DAYS OPTION TELL EDISON SELIGMANS SENT DISPASOS BY FRENCH STEAMER LAST SATURDAY 24 TO DEAL VVITH EURPEAN PHONOGRAPH - INSULL

[PHOTOCOPY]

[COPY]

August 31, 1889.

Tate,
care Newark,
Paris.

Can probably place phonograph for Central and South America here. Get terms and sixty days option. Tell Edison Seligmans sent Dospasos by French Steamer last Saturday 24th to deal with European phonograph.

Isaull.

Phone - Chile

Form No. 2.
(P.M.—16-4-89).

# COMPAGNIE FRANÇAISE DU TÉLÉGRAPHE DE PARIS À NEW YORK

(FRENCH ATLANTIC CABLE CO.)

Messages Forwarded to all parts of the World.

PRINCIPAL OFFICES:

NEW YORK,
34 Broad Street,
1 Mercer Street.
11 East 14th Street.
TELEPHONE No. 860 John.

LONDON,
24 Royal Exchange, E. C.
PARIS,
53 bis Rue de Chateaudun.
BREST,
35 Rue St. Yves.

Connecting with all FOREIGN TELEGRAPH Administrations.

No. 171

Date AUG 31 1889

No. of Words 10

The following message is received via French Cable at 11 37 a subject to the terms and conditions printed on the back hereof which are ratified and agreed to.

From Paris To Insull

We have had enough

of Chilean experience

Edison

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the vendor.

Rec'd Eng

Copy Letter.

Paris, 3rd September 1889.

Colonel G.E.Gouraud,

London.

My Dear Sir,

I beg to acknowledge receipt of your letter 26th inst: asking me to inform you as to the maximum prices at which we will bill Phonographs and supplies to you pending the determination of definite prices later on, and have to say in reply that we can make with you an arrangement similar to that which we have carried into effect with the North American Phonograph Co:

Without prejudice to the prices which are to be based upon actual costs incurred in the manufacture of three thousand machines, and for the purpose of facilitating business, we have made an invoice price for the different types of Phonographs the details of which I give you below:-

Motor Phonograph.----------Invoice Price ~~$42.~~ /45/-

This price, forty five dollars includes one cell of old battery. As we do not use this battery now, the above price will be reduced by about three dollars. ($3).

Motor Phonograph For Electric Light Circuit. Invoice Price $50.

Treadle Phonograph.----------Invoice Price $45.

Battery.------Four Cells.------ List Price---$18.
Net Price.---$15.

In a short time we expect to be able to reduce the price of this Battery.

All these prices are for machines and batteries in the factory at Orange N.J. and do not include charges for packing.

Royalty.

The quotations of invoice prices made herein do not include the percentages which I am entitled to receive from you as royalty under my agreement with yourself. These percentages will be added to the prices named when goods are being billed to you.

I am unable at distance to quote prices on parts; all such details you must obtain from America.

I do not understand your reference to an order for fifty Phonographs. I know of only one order that has been received from you which was for a thousand machines, and the Edison Phonographs Works is expecting you from day to day to arrange the details of this order so that they may commence its fulfillment.

Yours truly.

(Signed) Thos: A. Edison.

Phono - Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

3rd September 1889.

J. C. English Esq.,

Edison Phonograph Works,

Orange, N. J.

Dear Sir-

We are much obliged by the blue prints which are very useful

We shall hope you will keep us au courant with all that appertains to the Phonograph manufacturing business, and let us have samples of all accessories that you may adopt fom time to time.

The writer has seen Mr Edison in Paris and he was told that application was to be made direct to you for the prices of the various parts that may be required to be renewed through wear or damage. Will you please send us full particulars of each item so that we may know how to charge them out to our agents.

We should like to know the maximum prices of the various machines you are turning out as at present we are only in possession

approximate prices .

Are you sending us any more machines?and do you not think it will be better to pack the machines so that they can be taken out and set up immediately. We think that they should be packed complete as are the Type-writers that come to this country.

We shall also be glad to have samples of the new mailing grams and boxes.

Faithfully yours,

Gen'l Manager.

P. S. How many Phonographs per week can you supply for Europe?

Phons · Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

4th September 1889.

File this

T. A. Edison Esq.,
Hotel du Rhin,
Place Vendome,
Paris.

Dear Edison-

I have several proposals for South America which are under considerationand therefore am not free at the moment to make any proposal to fresh parties,but would,of course, consider any proposal from them to me. You had better so cable them and instructing them to appoint someone to negotiate personally here which they can easily do and if they mean business will do. I have two or three negotiations on here with parties who have acted upon a similar suggestion. The difficulties are great enough in dealing face to face.

I shall close up several things in a very short time after having your reply as to prices and possible quantities.

Faithfully yours,
G. E. Gouraud.

S-M

Form No. 2.

# TRANS-ATLANTIC CABLEGRAM.

THE COMMERCIAL CABLE COMPANY · ATLANTIC OCEAN · MACKAY-BENNETT CABLES · PATENTED DECEMBER 20, 1887.

No. Message, 106.

RECEIVED SEP 6 1889

No. of Words, 14

OFFICES:

NEW YORK, 1 Broad St., (Grant Building).
" Stock Exchange.
" "Herald" Building.
" 9 Beaver Street.
" 442 Broome Street.
" 30 Union Square.
" Hoffman House.
BOSTON, 77 Milk Street.
" 101 State Street.

SEP 5 1889

The following CABLEGRAM received, "Via Commercial Cables," at 6.38 P. M., subject to the terms and conditions printed on the back hereof, which are ratified and agreed to.

From Paris. To Insull my Statement absolutely false believe nothing you hear mailing full report Saturday

Jate

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

5-09

RECEIVED
SEP 21 1909

Paris Sep 6/09

My dear Insull

Your telegram in regard to Gourand having captured Edison and my having assisted the former, did not surprise me for there is no doubt whatever in my mind as to the source from whence this story sprang. When Moriarity first came over here to negotiate with Gourand he had a first class case and, had he been a capable man, could have presented a strong front without resorting to questionable methods. His first act was to unload himself of a pack of lies which were so palpably false that Gourand at once became suspicious - Moriarity kept right on piling up his absurd statements, and later on was ably seconded by young Selig-man. I could fill a book with these fairy-tales - Here

are a few of them :- They said that their syndicate owned a new graphone entirely different from the one in use in the U.S. and far superior to the latter, which the American graphone people did not use as they had no right to it; that they could market it for $20; that it was so far superior to the phonograph they would not use the phonograph in Europe even if they bought the rights to it; that Lippincott told them there were five graphones in use in the U.S. to one phonograph; that Mr. Edison told Jesse Seligman he (Edison) had no confidence in the commercial success of the phonograph &c &c ad infinitum — a lot of damned rot which was absolutely unnecessary and impressed Gourand with the idea that their real position must have been very weak to require so much bolstering. I have

never seen such a display of bad judgement. They did everything they possibly could to place Mr. Edison and myself in a position where we could render them no assistance - in fact they tried to fix both Edison and Gourand at the same time.

When I was here alone I did my best to keep from being placed in a position where it would be necessary for me to contradict anything they said - and as you know I took the stand that as they had already established relations with Mr. Edison in New York it was unnecessary for me to interfere. In this way I assisted them. I even went further and gave Moriarty and young Seligman an opportunity of knowing that I was personally aware of the absolute falsity of some of their statements and that they were weakening their case —

but it was no use - they seemed to have the idea that if they could only manufacture a sufficient number of lies, no matter how absurd, they would succeed. They actually had the gall, in a private interview with me, to try and shove these down my throat. Young Seligman forgetting I was present at the time, swore and swore again that you offered to sell the Combined interests of Edison and Gourand for $600,000.00. I asked him if his father had the same understanding and he said yes. I asked him if he could not be mistaken as to the understanding of his father - and he said he was in perfect accord with him in every way. Well they bulled right ahead cutting off their noses and finally sat down to await Mr Edison's arrival.

When an interview occurred between these bright Negotiators, Gourand

and Edison didn't think they would have sense enough to drop lying and discuss real business - not that they stood the ghost of a show of buying outright the phonograph patents - they killed that goose long before Edison got here - but because it ought to have been plain to them first: that Edison would appear before Gouraud as either a knave or a fool unless he contradicted them and second: in placing themselves in the position of having their statements questioned and disproved by Edison, they weakened themselves in Gouraud's estimation still further.

But apparently this never occurred to them. They ploughed right along in the same old rut. If Edison had assisted them in the spirit they imagined he would have simply said "Here Gouraud, I've been lying to you

"right along about this phonograph
"business - Its no good - an
"absolute dead failure in the
"United States; we haven't
"manufactured 300 phonographs;
"we'd better sell out for anything
"we can get."

Mr Edison ignored
their lies as far as he possibly
could and did everything in
his power to steer them
into real business. The
proposition for an amalgamation
on a basis of division - phonograph 60
and graphone 40 - was made to
them finally, and they pronounced
it so absurd that it was not
worth while cabling over to their
principals - and there the interview
ended as I cabled you at the
time.

They did cable to this people
however, as in a few days they
informed us they could negotiate
only for an outright purchase.
This is where the matter stands

now. Gourand returned to London a week ago and to my knowledge nothing new has transpired since. They have failed in their undertaking and are evidently trying to make their principals believe that Mr Edison and myself are responsible for the failure — whereas it would have been a miracle had they succeeded. You can rest absolutely assured that there was not one stumbling block set in their way by Mr Edison or by me — in fact they set up so many for themselves that it would have been next to impossible for anyone else to wedge one in between.

Before Mr Edison had any discussion with Gourand about the phonograph business, I explained fully to the former all I had

done and discovered, also what my views were - and are - as to the course we should pursue.

Both yourself and Mr Edison believe that Gourand should go ahead and establish an Agency business. I have fear that Gourand, for want of money to conduct such a business would injure the commercial success of the machine.

In your letter to me under date Aug. 7th you say with regard to Gourand's contract that it is "only an option contract, subject "to his taking a certain number "of instruments in a given time."

While this is quite true, it is very little protection to us. The provision you refer to reads thus:-

Sixth

"Should within the first "year after the expiration of "one year from the time

"when the said Edison has shipped
" and is able to supply for sale
" commercially the articles covered
" by this agreement x x x the royalties
" received by the said Edison x x amount
" to less than the total sum of
" Ten Thousand Dollars"

You will remember that by a cablegram, and by letter, we fixed this date. I think in May last. Gouraud has only to pay $10,000 within two years from that time.

There is a point here I want to mention. Mr Edison says that the copy of the Gouraud contract which I have, and which I got from Eaton, is not the one he signed. That the real contract provides for the sale of a certain number of instruments.

I have taken an order from Mr Edison on Gouraud, for the letters copy of this agreement bearing Mr Edison's signature. I go to London on Tuesday and will advise you if Mr Edison

is right. I fear that in any event we will find our guarantee in this respect to be of very little use for a long time.

After I had thoroughly explained everything to Mr Edison he had ~~had~~ a number of discussions with Gourand and the latter is convinced that he must do something in the way of initiating an Agency business. He went to London for the purpose of commencing his preliminary work. I am going to London Tuesday to see what he is doing and will write you fully from there.

He is squirming terribly about that order for a thousand machines and you must hear from it till I get to London.

The great hold which we have on Gourand is the obligation which he is under to have an active agent in every country within one year from the date fixed by us

engaged exclusively in the sale of Phonographs.

I was unable to start this letter in time for this mail.

I'll write you again as soon as I hear and see something of Your and presents work.

The Gilliland crowd passed through here a few days ago and have been in London. I think they are still there.

Sincerely

[illegible]

Edison - Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, W.C.

Private Letters to be so marked.

7th September, 1889.

T.A.Edison Esqr,
Hotel du Rhin,
Paris.

Dear Edison:-

The British Association meetings commence next wednesday and last for a week. I have received several very pressing invitations from the Committee to attend and give particulars of the latest developements of the Phonograph. I am not certain if I can do so, in view of my engagements here, as I am up to my eyes in several important negotiations, but if I should manage to run down for a day or two I should very much like to take with me as the greatest novelty in connection with the Phonograph, the small Phonograph which you brought over with you. If therefore you will kindly lend it to me for that purpose, please send it with any one who is coming this way as soon as possible, and I will return it to you, or make such disposition of it as you may desire.

Yours sincerely

G.E.Gouraud.

P.S.

I have no reply to my letter about prices, but presume you are cabling to the Factory about particulars. I am anxious to hear from you for the reason that I have to fix the price for 2,000 Phonographs, for which I have an offer from a large advertising firm, who propose a use for them which seems in every way advantageous.

Phono. S. Y

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.
" " 444 Broome Street.
BOSTON " Post Office Building.
HALIFAX " Queen Buildings, Hollis St.
LONDON " 34 Throgmorton Street.
LIVERPOOL " D 6, Exchange Buildings.

CABLE OFFICE
40 Broadway,
NEW YORK.
SEP 9 1889

No. 44 D1

No. of Words 53

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 2.54 P.M.

From Paris To Insul NY

Gouraud writes satisfactory Confirmation order thousand machines wants hundred immediately when can you ship them balance twentyfive weekly may want additional hundred shipped South America this week can you furnish these payment Drexel Morgans against invoices bills lading see his original order for proportions motor treadle

Edison

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recouvrer une taxe.

Indications de service.

Phono - Eng

099

# Télégramme. 5 F

EDISON CARE DREXEL PARIS

Dans ... premier nombre ... indique le nombre de ...

SEPT 83

*L'État n'est soumis à aucune ... ambilité à ... du service de la correspondance privée par la voie télégraphique.* (Loi du 29 novembre 1850, art. 6.)

N° _____

Timbre à date.

BOURGE 9 SEPT 89 PARIS

*Pour* _____ *N°* _____ *Mots* _____ *Dépôt le* _____, *à* ___ *h.* ___

PARIS DE NEVVYORK ... 40 V BRANGL =

CAN SHIP TVVO HUNDRED MACHINES IMMEDIATELY TVVENTY FIVE VVEEKLY

THEREAFTER DREXELS HAVE NO CREDIT YET EXCEPT TVVENTY FIVE HUNDRED DOLLARS

PLEASE DONT INSTRUCT ME TO SHIP UNTIL GOURAUD HAS ARRANGED CREDIT

HERE TOTAL ORDER + INSULL =

701 (Ar. 2.) — (Mo.)

5-14

Private

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
SW. 9 Sept 89

My Dear Edison

My deliberate and unprejudiced opinion is that we had better not split hairs with the Religious crowd but close the Union we can discussed at the earliest possible moment even if they must agree to any less

than 50 & 50.
They will no doubt agree
to that & I would split
my "splitting the dif-
ference" of the 10 o/o
giving them 45 or
taking 55 - but if I
become satisfied that
it can only be only
on the half & half
basis then I want
you to let me do it.
You may rely on my

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

on
my making the very
best terms I can, &
that you will make,
as my interests are
identical with your
own. I would ~~say~~ so
work it as if at
first to propose is
possible "splitting the
difference" – but if they

Kaison House (A)
Northumberland Avenue,
London,
S.W.

want propose it – I will then propose it subject to yr appl.

You should reply that you do not approve it, but that you cannot be bothered with these negotiations & that you will agree to what I agree to. This of course I need hardly say I will make the best use of

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

& I shall not consent
to any thing less
than 55 to 45 until
I am thoroughly satis-
fied that it is
impossible. If we
combine we get hung
out a big company
in October without any
opposition & make

more money in the
West ~~to~~ month than
we will make in
ten years in the face
of their opposition
with ~~litigation~~ litigation.
for we must not
forget that even tho'
we did not try to
float a Phonograph
Co. alone because of
the intimidation they

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

They
would cause to the
Public as they can
Equally diminish
the Sales of Phono
by intimidating the
Public by threats of
proceedings against
individual users of
them on the alleged
infringement of their

Edison House (A)
Northumberland Avenue,
London,
S.W.

prior patents. Just as was successfully done by the United Telephone Company —

It would not help us greatly even if we were to advertise that we would "guarantee buyers against actions for infringements — &

"Shot" I dont suppose you would care to do any more than I wd

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

The fact of amalga-
mating in U.S. + the
10% Royalty paid by
N.A. Phono. Co. for
Mfg. would be
unassailable to all
practical purpose.
I have come to the
above conclusions with
great reluctance I
assure you – but I have

no doubt left that if we have even to divide Equally — "unfair" as it wd be we will all make far more in every way — Reputation included than if we fight for such a small difference. So pray leave the decision with me — + wire simply — Gouraud "Yes" + I will act.

G

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

both carefully & promptly - We have a meeting to morrow -

Yrs [illegible]

[PHOTOCOPY]

Insull.

Paris September 2, 1889.

Has Seligman formed Company America or here. Gourand says parties negotiating for South America. Wants your people to appoint representative in London. Tate.

Indications de service.

5-M

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recouvrer une taxe.

Télégramme.

EDISON CARE DREXEL PARIS

nomb... ...ire
le nombre... ...dique

L'État n'est ... ...ndance privée par la voie télégraphique. (Loi du 29 novembre 1850, art. 6.)

N°

Déclaré à date.

BOURSE DU SEPT 30 PARIS

Pour ... de ... N° ... Mots ... Dépôt le ..., à ... h. ... m. du ...

P DE NEVVYORK 206 27 VBRANGL +

- PLEASE DONT NÉGOTIATE ON ENGLISH 8 SHARES UNTIL YOU GET HOME THINK

YOU CAN REALIZE BETTER ON PLAN I AM VVORKING UP + INSULL

701 (Ancien 231) — Mars 1881

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, W.C.

Private Letters to be so marked.

10th September, 1889.

Dear Mr Batchelor:-

I beg to hand you by Colonel Gouraud's instructions, copies of letters which we have recently addressed to Mr Edison in regard to the delivery of machines etc.

We are very glad to tell you that your mailing gram arrived in splendid condition. It was a great success and has been repeated many times. It will now be shown as a curiosity. We shall be glad to have some more of them, and in face samples of everything that you are using in America in the business, including the Cabinets, which we hope for the sake of the cost of carriage - which is an item we must now face in view of the large oder we have placed with you - will be packed as closely as possible. We understand from the remarks in the Inspector's handbook that you that you have now got at the best way of packing, but when we tell you that the last four Phonographs received were packed in 13 cases, you will appreciate our desire to have things well, and at the same time, closely packed.

As regards shipments we would like to get on to some line that would bring goods direct to London at a very low rate. We think the National Line would be a good one, and shall be glad to hear that you have made enquiries. The grams you last sent us worked out for carriage alone over 4 cents each, which of course for practical business purposes would be a great draw back on their sale.

Faithfully yours

J. Lewis Young.

C.H. Batchelor Esqr,
Edison's Phonograph Works,
Orange,
New Jersey,
U.S.A.

[ENCLOSURE]

Copy letter from Colonel Gourand to Mr Edison.

7th September, 1889.

Dear Sir:-

I have only to-day received your letter dated Septr 1[illegible] the 3rd, in reply to mine to you written by Mr Young in Paris on the 26th. I cannot account for this delay as I destroyed the envelope without noticing the post mark. If I had received this letter sooner the ordinary course, my letter to you of the 4th instant would obviously have been somewhat modified. Your above referred to letter is in the main satisfactory, the principal point remaining unanswered being that of the maximum prices. I had hoped you would have been able to give me the maximum prices as I understand that you have already made ~~three~~ one thousand machines, which was to be the price determining quantity. However, so far as concerns the first thousand machines which I said sometime ago I would take, and for which no specific instructions were given as to the rate and dates at which I desired deliveries, I will not press you upon this point but will accept, for the present, the arrangement you propose and which you explained is that which has been accepted by the North American Phonograph Company, [illegible]

Confidently believing that the ultimate price will not exceed those you name, I will take the chances of this thousand or of such number as will have been delivered prior to the determination of the definite prices, which will no doubt be possible long before the whole thousand are delivered.

I now, therefore, beg to say that I will accept delivery of one thousand Phonographs as follows:-

At the rate of 25 per week,

The first hundred to be shipped here at the earliest possible moment.

I shall be glad if you will cable instructions accordingly upon receipt of this, and ask the works to inform you or me direct, as you prefer, and by cable as to the date at which I may expect the first shipment of one hundred or any part thereof, and if less than one hundred how many ?

I should also like to know how soon you can ship one hundred machines direct to either South America, provided the order is cabled next week ? This one hundred is to be part of the thousand.

In fixing the rate of 25 per week, I have taken a very conservative view of what I shall be able to do. It is quite pro-

**[ENCLOSURE]**



-bable that I shall be able to take them at a much more rapid rate if from time to time you are able to spare me larger numbers from the North American Companies supply.

It is understood that payment will be made you in accordance with our agreement, namely, Cash against invoice and bills of lading in New-York.

The proportion of the three kinds of machines will remain as already indicated in the previous letter. It is of the utmost importance that I should know by cable when I can confidently rely upon the first shipment of either the hundred, fifty or twenty five, the price determining quantity.

As I am not willing to take any chance as to the maximum prices for a larger number than one thousand, for my ~~[illegible] negotiations~~ referred to in my last letter, for the sale outright of 2,000 Phonographs for which I must name a positive price and a comparitively close price for so large a quantity, it remains for you to say whether I can proceed in the matter as it will depend upon your being able or not to fix the prices for such a quantity. Unless you can do so I shall be obliged to defer that matter until it can be done with the chance of losing the business.

Faithfully yours,

G.E.Gouraud.

[ENCLOSURE]

Copy letter from Colonel Gouraud to Mr Edison.

9th September, 1889.

Dear Sir,

In confirming my letter of the 7th inst, it is of course understood that my order therein referred to, will be filled only with Phonographs of the latest type containing the improvements which you described to me in Paris, even though this should involve delay in the first shipment, anxious as I am to have it as early as possible.

It is obviously important that Phonographs that are first put out over here should be in all respects the very best, as they will be tremendously criticised if they do not realise expectations. I know that you appreciate this and could have no other idea in your mind, but I write this more with the object of asking you to give very positive instructions to the Works to this effect, lest through oversight or any other reason, they should fill any portion of the order with other than the latest Phonographs.

The experience of everybody here with regard to the phonograms with the grooves inside is that they slip very badly, so much so as to seriously interfere with any practical use of the machine. My personal experience with these phonograms since my return from Paris, confirms this statement. In other respects they seem to be better than those that came before.

I feel no doubt in my own mind, that if any of these Phonographs that I have thus far received had been put into use with other than experts they would have seriously injured the prospects of the business; and I must therefore make it a condition that the Phonographs which are shipped to me under my order above referred to, are e either accompanied with phonograms that will not slip, by reason of some modifications in their construction or that the machine shall have some device attached to it, which shall prevent their slipping. At a very important exhibition of the Phonograph here yesterday, the phonogram slipped to such an extent as to make an exceedingly prejudicial impression. I may mention that the slipping was not attributable to any alteration in the depth of the turning off knife, or the tracking of the recorder, which was set so as to be heard only to the last degree.

We have already written you in regard to the washer spring on the Spectacle head, and have explained to you personally its weakness. We have had to change them all here.

**[ENCLOSURE]**

Copy letter from Colonel Gourand to Mr Edison.

-2-

9th September, 1890.

We find that the small determining point on the reproducer wears out the record, and shall be glad to know if anything will be done to obviate this in the new machine.

In continuing my letter of the 4th that, it is to convey understood that my order therein referred to, will be filled only with Phonographs of the latest type containing the improvements which you described to me in Paris, even though this should involve delay in the first shipment, anxious as I am to have it as early as possible.

It is obviously important that Phonographs that are first put out over here should be in all respects the very best, as they will be remuneratively criticised if they do not realize expectations. I know that you appreciate this and could have no other idea in your mind, but I write this to make the object of asking you to give very positive instructions to the works to this effect, lest through overweight or some other reason, they should fill any portion of the order with other than the latest Phonographs.

The experience of everybody here with regard to the phonograph a with the grooves inside is that they air very badly, so much so as to seriously interfere with any practical use of the machine. My personal experience with these phonographs since my return from Paris, confirms this statement. In other respects they seem to be better than those that came before.

I feel no doubt in my own mind, that if any of those Phonographs that I have since far received had been put into the hands of other than experts they would have seriously injured the prospects of the business; and I must therefore make it a condition that the Phonographs which are shipped to me under my order above referred to, are either reconvarted with phonograms that will not air, by reason of some modifications in their construction or that the machine shall have some device added to it, which shall prevent their airing. It is a very important exhibition of the Phonograph here particular, the phonograms shipped to such a extent as to make an unsatisfactory impression. I may mention that the difficulty was not established to any alteration in the depth of the turning, out inside, or the diameter of the recorder, which was not so as to be heard only to the left ear.

We have already written you in regard to the wasted total impression. I may mention that the difficulty was not established to any alteration in the depth of the turning, out inside, or the diameter of the recorder, which was not so as to be heard only to the left ear.

We have also had to change them all here.

spring on the Phonograph here, and have complained to you personally the weakness. We have had to change them all here.

you will be able
to give them at
least a few minutes
of yr. valuable
time

With kind regards
to yrself & Madam

Believe in
Yours Ever
H. E. Crookes

**Edison House (A)**
**Northumberland Avenue,**
**London,**
**S.W.**

10 Sept 89

Dear Edison

This will introduce
to you Mr. Reubens
& Mr. Knudsen of
Denmark whom I
have appointed agents
for the Phono. for
Scandanavia -
They go to Berlin
Especially to see
you and I hope

Hotel du Rhin
Sep 10/1889

Col. E. Gouraud
London

Dear Sir

I beg to confirm my telegram to you of to day as follows:

" Have advice American Factory can ship
" two hundred 200 machines immediately
" twenty five weekly thereafter arrange credit
" for order

(Sgd) Edison

Yours Truly

9400-59

Form No. 8

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SEND BY | SENT BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 37 | DX | dwyb | 41 | London |

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. RECEIVED 20 MAR 12 1889

SEP 12 1889

To Insull My

Gourauds

Bigamy order as arranged Covers eight months cant expect him keep total amount on deposit so long first shipments commit him strengthen us dislocate says ship as required if deposit each time sufficient dont forget and dislocates royalty

Tate

phono - Eng

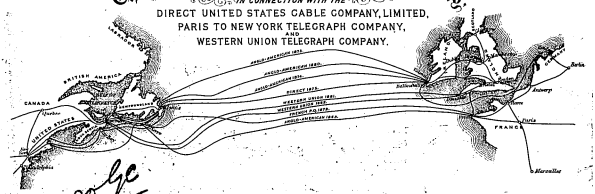
Nº

# The Anglo-American Telegraph Company,

LIMITED.

IN CONNECTION WITH THE

DIRECT UNITED STATES CABLE COMPANY, LIMITED,
PARIS TO NEW YORK TELEGRAPH COMPANY,
AND
WESTERN UNION TELEGRAPH COMPANY.




DIRECT COMMUNICATION WITH THE UNITED STATES OF AMERICA
BY EIGHT CABLES.

OFFICE STAMP & DATE.

23, THROGMORTON S
12 SEP 89

Time Rec.d 9-18p Place From New York Nº Words 34

TO { Tate Hotel Victoria London

No Credit open except twenty five hundred dollars see Gouraud cable quantity machines required first shipment Edison said possibly two hundred cable status negotiations when do you sail

– Insull –

PLEASE HAND YOUR REPLY DIRECT TO THIS OFFICE.

Phons-Eng
Form No. 1.

# CABLE MESSAGE.

## THE WESTERN UNION TELEGRAPH COMPANY.

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for the purpose, and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT | REC'D BY | No. OF WORDS | FROM |
|---|---|---|---|---|
| 396 | L | Ro | 30 | London |

RECEIVED
SEP 13 1889

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. Sep 13 1889

To Insull

My Journal
Disclose may want hundred Wednesday, the will wire works direct and arrange credit no change negotiation status expect some move soon all sail Champagne twenty eighth Tate

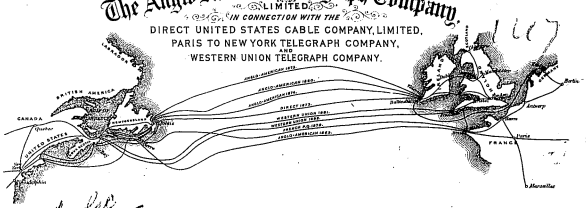
Ohms - Eng

Nº

# The Anglo-American Telegraph Company, LIMITED.

IN CONNECTION WITH THE

DIRECT UNITED STATES CABLE COMPANY, LIMITED,
PARIS TO NEW YORK TELEGRAPH COMPANY,
AND
WESTERN UNION TELEGRAPH COMPANY.




DIRECT COMMUNICATION WITH THE UNITED STATES OF AMERICA
BY EIGHT CABLES.

OFFICE STAMP & DATE.

Time Recd 5/47 p.m. Place From Newyork Nº Words 40

TO Late Hotel Victoria

LONDON

Your cable not definite what machines are we to ship and how are we to get our pay Edison wired order thousand absolutely firm Shipment one hundred first week certain two hundred thereafter twentyfive weekly - Insull -

PLEASE HAND YOUR REPLY DIRECT TO THIS OFFICE.

Phone-Tel

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | | |
|---|---|---|
| NEW YORK OFFICES, | 40 Broadway & 51 New St. | |
| " | 444 Broome Street. | |
| BOSTON " | Post Office Building. | |
| HALIFAX " | Queen Buildings, Hollis St. | |
| LONDON " | 34 Throgmorton St. | |
| LIVERPOOL " | D 6, Exchange Buildings. | |

RECEIVED SEP 13

No. 225 NO

No. of Words 40

40 Broadway, NEW YORK. SEP 13 1889

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 3. 0 p M.

From London To Insull N

Dislocate quotes disclose following maximum prices in factory orange exclusive packing and royalty motor machine forty five dollars less price one cell old battery light circuit machine fifty treadle forty five new battery four cells fifteen net

Tate

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

Plano-Eng

Hotel Victoria
Sep 13/89

RECEIVED
SEP 23 1889
AMS 186

My dear Duncan:

I confirm cablegram sent you from Paris 9th inst.

Gouraud writes satisfactory confirmation order thousand machines. Wants hundred immediately when can you ship them. Balance twenty five weekly. May want additional hundred shipped South America this week. Can you furnish these. Payment Drexel Morgans against invoices bills lading. See his original order for proportions motor treadle. Edison

Upon receipt of your reply to the above we sent the following to Gouraud under date 10th by wire:

Have advice American factory. Can ship two hundred machines immediately twenty five weekly thereafter. Arrange credit for order. Edison.

I Gouraud's confirmation of his order referred to in our Gable to you 9th inst. in his letter to Mr. Edison 7th inst. attached hereto.

Following is a list of the correspondence

Enclosed

Letter Gouraud to Edison dated Aug 26/89

Copy Edison's reply to above dated Sep 3/89

Letter Gouraud to Edison dated Sep 7/89

Cablegram Edison to Gouraud Sep 9/89

This correspondence explains itself. Gouraud's letter 4th is now immaterial so I don't send it. Between the 4th and the 7th he found a way to dispose of 1000 machines and therefore confirmed his order — and we hailed the confirmation.

I ascertained yesterday the disposition Gouraud intends making of these machines.

A Firm of Manufacturers of Advertising Boards such as you have seen in Hotels used as backs for writing tables and made in various ways with clocks and other devices to attract attention, is going to organize a Company for General advertising business.

The plan is to put these Boards in conspicuous public places and in front of each to have a phonograph or exhibition in the hands of one of their Employes and which will

#3

I presume be used to acquaint an Enquiring people with the merits of Pears Soap and Spalding Glue &c &c.

Gourland undertakes to supply phonographs to this concern.

When Mr Edison comes to Paris I told him what I have repeatedly said to you, that you can never would organize an efficient agency business for want of both inclination and money. If he personally had the money

in his pocket he would not use it for this business because he himself has no confidence in the phonograph. I believed, and still believe that any machines disposed of by him will be as so many stumbling blocks in the way of genuine progress and instead of assisting us in competition with the Graphophone, will give those people an additional advantage over us in Europe. You are familiar with the alternatives I proposed and I need not repeat it here.

Mr Edison looks at the matter in a different light and a few days afterwards I found he was talking with Gouraud about an Agency business and bringing great pressure to bear upon the latter to start him selling machines.

Gouraud discussed various methods of organizing, professing to Mr Edison that he wanted to start in the most efficient manner and left Paris to come to London for the purpose, as he said, of commencing active operations. I need not elaborate these plans for as I told Mr Edison he didn't mean a word of what he said. He left his manager Young in Paris to look into the matter of an agency there and Young who came to see me the next day told me that Gouraud was in great distress and terribly worried; that he saw no way of getting out of that order for 1000 machines and did not know how to dispose of them. Young remained a few days in Paris and then came to London after doing practically nothing. I was

in Gowrands office yesterday and from the Manager to the office boy they are ridiculing the way he is starting the business. He is going to sell machines to any Tom Dick or Harry who comes along and let the devil take care of them.

I think you will find him ordering 10 treadles to one motor - because he thinks he can ship the treadles anywhere with a letter of instructions which will cost less than the temporary services of an Expert.

You have pressed him and this is the way he takes to find relief. I seems to me that our only hope now is a combination with the graphene people. They pronounced the last proposition of 60 and 40 as "simply ridiculous". Gowrand

believes they will combine on an Equal basis - but they have not directly said so. Seligman and Moriarty are here and Gourand expects news from them in a few days resulting from a Directors meeting which was held in New York I think the day before yesterday. I cannot believe that these Graphone people will go ahead without the phonograph - but we will see. They have gall.

Let me give you a little instance of the esteem in which Gourand is held in France.

The term of the Telephone Company's option on the Telephone has expired, and as originally agreed, the Government has taken over the business, paying the Company about $1,000,000. (Fcs 5,000,000) for it. The

Telephone Company must either
pay this money back to
the Stockholders or invest
it in a new business.
One of the members,
Simon (you may be on him)
breakfasted with me the
other morning and we, on
no that he had a long talk.
He said his directors were
anxious to take up the
Phonograph for France, that
they had the money and
if they could negotiate with
Mr Edison on his phonograph representative
they would be glad to do so
immediately & but they did
not care to negotiate with
Gouraud. This is the hand
of Forbes and Leyland showing
up again. They have put one
hand between them.
Mr Edison's visit has
done him an amount of good
that cannot now be
estimated. If the phonograph

were unencumbered by Gouraud
it could be floated tomorrow.
In this matter we must make
the best of a bad business —
but in the future Mr Edisons
opportunities in Europe will be
simply unlimited for he has
established in the capitalists he
has met a permanent confidence
in himself that will change
the history of his affairs
on this side of the Atlantic.

As cabled you
this morning we all
sail for home on

18th aboard the Champagne

Sincerely Yours

Phonography

Telegrams and Cables.
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

Sept 13th 89.

The Manager
Edison Phonograph Works
Orange
New Jersey

Dear Sirs,

Will you kindly see the Manager of the National Line of Steamers in New York and endeavour to bargain for rates to London direct. We would prefer to do our own clearing or here as you will readily understand in dealing with a business like this it is absolutely necessary that we get to the bottom cost of freight charges. In our last letter we said that the grams or blanks cost [illegible] for carriage charges - as a matter of fact they cost 6 cents each, exclusive of your packing

Received
Contents noted by
Sept 23 1889
Manager J.C.E. Rice

[illegible]

Phono - Eng

RECEIVED
SEP 23 1889
Ans'd ..... 189

Hotel Victoria
London Sep 13/89

My dear Insull:

In regard to Gouraud's shipments and the arrangement of a credit, I am pressing him as much as I can but the trouble is he has'nt got his money for the first sales yet and a hydraulic press could'nt squeeze a dollar out of him until he does.

He says now he will want 100 shipped Wednesday and he knows, ~~and~~ he has ~~agreed~~ to pay for them in New York which he has already agreed to do.

With regard to your telegram asking that you should not be instructed to ship until Gouraud had arranged total credit, we could'nt insist

on that because it would be unreasonable to ask him to keep some $50,000 on deposit for a period covering eight months and, at the time, he would have used such a demand as an excuse to get out of the order entirely.

I expect that Mr Edison will be in England about Friday or Saturday of next week. He is with Dr Siemens now. I wait here for him.

In shipping machines to Germany be careful to send those alone which have all the latest improvements. I'll post you on all that transpires here.

Sincerely Yours

Phono - Orig

# THE WESTERN UNION TELEGRAPH COMPANY.

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays the sender of a message should order it REPEATED, that is, telegraphed back to the office of transmission for comparison. For this service one half the price of the message will be charged. Messages will be received upon the following conditions: Correct, that said Company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any unrepeated message, whether happening by negligence of its servants or otherwise, beyond the amount received for sending the same; and that it shall not be liable for mistakes or delays in the transmission or delivery, of any repeated message beyond fifty times the sum received for sending the same, unless declared upon, nor in any case for interpreting from unintelligible abbreviation in the working of its lines, or for errors in cipher or obscure messages, and that it shall not be responsible for the contents of any message, whether sealed, or forwarded unsealed, or for any other liability which it may incur in regard to the same.

Communicate the true contents of messages to any person on the Docket of this Company can be insured by contract in writing, stipulating the amount, not to exceed $5,000, for which it will be responsible, and for which it will receive a premium of one dollar for every $1,000 insured, and one per mile for any distance not exceeding 1,000 miles, and the same rate for any greater distance. No employee of the Company is authorized to vary the foregoing.

Messages will be received for transmission at the risk of the sender until the same are delivered and accepted at one of the transmitting offices, and if a [redacted] to pick either up out of the Company's messengers, be sole for that purpose at the agent of the sender.

Messages will be delivered free within the established free delivery limits of the terminal offices, and for delivery at a greater distance, a specific charge will be made to cover the cost of such delivery.

The company will not be liable for damages in any case where the claim is not presented in writing, within sixty days after sending the message.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| Receiver's No. | Time Filed. | Check. |
|---|---|---|
| | | |

Send the following message, subject to the above terms, which are hereby agreed to.

Chicago Sep 14 1889

To Tate Hotel Victoria London.

Still awaiting definite order first shipment and ~~corresponding~~ Dp deposit of credit

Insull

$4 14 Chicago 2 40/100

Phono.- Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Sept. 7th 89.

Edison Phonograph Co.

Dear Sirs:—

All material from you packed in boxes has arrived in good condition, but that sent in barrels, with the exception of blanks, has reached us badly damaged.

Give the enclosed order your immediate attention please & oblige

Yours truly

H. de C. Hamilton

Received
Contents noted by [illegible]
Order filled Ready to ship Aug 9/89
Answered 18
Manager

EDISON
PHONOGRAPH WORKS,
SEP 28 1889
ORANGE, N. J.

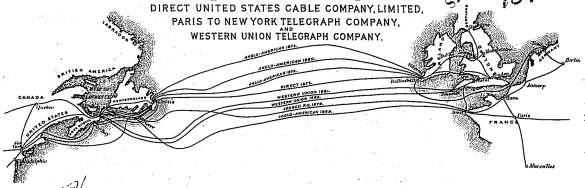
Ohono - Eng

Nº 138

# The Anglo-American Telegraph Company, LIMITED.

IN CONNECTION WITH THE

DIRECT UNITED STATES CABLE COMPANY, LIMITED,
PARIS TO NEW YORK TELEGRAPH COMPANY,
AND
WESTERN UNION TELEGRAPH COMPANY.




526 WH

DIRECT COMMUNICATION WITH THE UNITED STATES OF AMERICA
BY EIGHT CABLES.

OFFICE STAMP & DATE.
LONDON
23, THROGMORTON ST.
17 SEP 89

Time Recd 4 56 p m. Place From Newyork Nº Words 108 1st 63

TO { Mate Hotel Victoria LONDON

Following cable received from Gouraud does not agree with Edisons cable to me ship here first fifty lowest freight thirty treadle firmer motor Ive light circuit fifteen Edison Batteries with supplies for three hundred hours each four thousand blanks twenty Bichromate cells with five hundred zincs will insure here cable steamer express quick ten Bichromate cells on hundred each recorders repeaters

(No. 3.)

THE ANGLO-AMERICAN TELEGRAPH COMPANY LIMITED.

No.

ATLANTIC CABLE MESSAGE.

OFFICE STAMP & DATE.

Senders of Messages will save considerable time by handing in their Messages direct to the Company's Offices, through which they must pass before they can be sent to their destination.

Line No. 2/526 Place from (2) Mate No. of Words 43

No inquiry respecting this Message can be attended to without the production of this paper.

TO { feed nuts diaphragms new mailing blanks with fifty envelopes twenty sets both kinds brushes and any other sundries you think necessary all to be latest improvements mailing ~~[illegible]~~ of second fifty machines for continent firmer motor five light circuit ~~[illegible]~~ unintelligible

Insull

2

Say
"Edison wired order thousand
"absolutely firm. Shipment one
"hundred first week certain
"two hundred thereafter &c &c

The cable sent you 9th inst. from Paris, and which I confirmed on Saturday last, Says
"Wants hundred immediately
"When can you ship them
"Balance 25 weekly May
"want additional hundred
"shipped South America
"this week Can you furnish
"these &c"

I mailed you on Saturday last the letter from Tourand referred to in Mr Edison's cablegram from Paris 9th inst. to yourself, as "satisfactory "confirmation order thousand "machines" from which

Phone. 5-9

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

Telegrams: Victoria, London.
Telephone: 2305.

RECEIVED
SEP 25 1889
Ans'd

Sep 18/89

My dear Frank

I have your repetition of Tourands cable re shipment of first 50 machines, and in which he advises you that he has mailed directions for second 50 — these making the first hundred named in Edison's cable to you from Paris.

I have just wired you as follows:—
"Cable should read fifteen
"battery machines and
"five machines for electric
"light circuit in addition
"to treadles ship as
"Tourand directs so we
"can hold his order"

I do not understand your cable 13th in which you

you will see that we had every reason to suppose that Gourand wanted 100 machines immediately.
While he has not carried out to the letter the intention implied in his communication, the discrepancy between what he has done, and what we expected him to do is not sufficient to give us an opportunity of doing anything other than quarrelling with him — which is absolutely useless.
This order for 1000 machines may give us an opportunity to put Gourand in a hole before he is through with it and it is better for us to take practical recognition of it, and get it started as soon as possible.
There is nothing new in connection with Graphone negotiations.

Yours

[illegible]

4

the result of his being unable to place some instruments that he anticipated selling. I have not acknowledged the letter annexed - and you can take any action you please in regard to it.

So far as can be seen now you can rest assured that Gouraud is going to spread that order out upon as large a slice of Time as he possibly can. In doing this

Phono - Eng

RECEIVED
Telegraphic Address: VICTORIA, LONDON
Telephone No. 1000
SEP 25 1889
Ans'd ..... Sept 18/89

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

My dear Insull:

Read the attached in connection with Gouraud's letter confirming his order for 1000 machines.

I certainly read the ~~former~~ latter as meaning 100 machines immediately and 25 all the following weeks - and I am quite sure he meant the same thing when he wrote his confirmation.

This explanation which he attempts to give is a later inspiration - probably

he may lay himself open to get into trouble - but unless you can see your way clear towards forcing him to do as you wish or breaking his contract I would advise you not to force him too hard. It will do no good to steer a middle course. Once you start in at him you should be prepared to push right through to a finish and you therefore want to be sure of your ground before you attack him.

He is working away on his "Agencies" and I fear he will now have his territory covered before his time expires - covered inefficiently so far as the real success of the phonograph is concerned but well enough to hold it under his contract. I

here representing you,
and decline to
talk business with
him - which I urged
him to do believing
I could convince you
I was right and
convert you to my
views - but instead
of this Mr. E. talked
up an Agency business
and everything has
gone contrary to the
way I would have
shaped it - and you
cannot wonder
that I ask myself
"What did I come
"over here for".
I am much more

Received
Victoria Hotel London
Telegraphic Address
RECEIVED
SEP 25 1889
Ans'd .....188

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

hope sincerely that
I may be mistaken
but I must say
that I feel disheartened
and discouraged and
that you have not
given enough con-
-sideration to the
alternative which I
proposed. When
Mr Edison came to
Paris he told me he
would tell Gouraud
that he had turned
his business over
to you and I was

afraid of the Phonograph, marketed by Gouraud, Killing itself, than I am of the Graphone injuring our prospects even tho' the Country were flooded with them.

Mr Edison is still in Germany. I do not know yet when he will reach England but expect definite advice some time today.

Sincerely Yours

A.G. Bell

**[ENCLOSURE]**

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

RECEIVED 25 1889
Ans'd ..... 188

Private Letters to be so marked.

14th September, 1889.

Dear Mr Tate:-

I shall be obliged if you will give me at the earliest possible moment the price of phonograms at the works, which I can rely upon as being the absolute maximum price. If you are not able to give me this information without communicating to Mr Edison, please do so by wire as I am expecting to have to fix the price for a large order early in the week.

I note what you say with regard to delivering "100 machines immediately, and 25 weekly thereafter", and I have also noted your verbal statement that by immediately you mean that they can be shipped next week.

Your saying "100 immediately and 25 weekly thereafter" suggests to me that possibly you have not put upon my order the same construction that I do myself. By "100 immediately and 25 per week thereafter" I did not mean for example 100 next week and 25 all the following weeks; I meant simply 25 per week, the first 100 to be shipped as soon as may be. To make this perfectly clear, if 100 machines are shipped next week, I shall not require the next 25 until after the expiration of 4 weeks.

I am cabling to-day regarding the shipment of 50 machines, and writing instructions regarding the shipment of the second 50 as there are particulars which I could not sufficiently give by cable.

Yours sincerely

G.E.Gouraud.

A.O.Tate Esqr,
Hotel Victoria, 142,
W.C.

Referred him to Factory for this price.

Received
Minuted

TELEGRAMS AND CABLE,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Sept. 20th 89

Edison Phonograph Works.

Dear Sirs:—

I enclose order No. 115 which I trust will receive immediate attention. I need these recorders etc. for making musical records & hope they will be provided with Sapphire Styles & points.

Battery

Just completed a test of Edison Form Soda Battery of four cells charged with material furnished with them & accord-

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 9,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

ing to instructions. I short circuited the Battery only long enough for it to gain sufficient power to drive a Phonograph which it afterwards ran fourty consecutive hours at 100 revolutions per minute.

Is it supposed to run a machine 100 hours consecutively. This is my second test with the same result.

Blanks.

Those with tape inside have given us most satisfactory. Their only objection is that occasionally the tape comes loose in

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 9,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

2.

but they served us better than those last received which are reamed inside. The latter we find not only slip on the cylinder but are very much easier broken & liable to warp.

Why is it that, with the same machine we are able to plane a true surface with one cutting on the taped blanks & it requires several cuttings to plane a latest blank true?

We are of opinion that records are not at all permanent on the dark glass, they

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

4.

seem to deteriate merely by standing.

The note on page 26 of the "Inspectors Hand book" for the phonograph it speaks of the factory possessing very delicate gauges for adjusting & setting the phrams when they require replacing. Please remember we are not situated as a local American Co. able to send upon damaged goods have them returned in a couple of days & also that we have demands upon us

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

& would therefore be obliged if you send us a list of all such necessary gauges etc. for the repairing of, not only diaphrams, but all wearing & breakable parts, to enable us to order what we require.

All & any other information you may furnish will be gratefully received by

Yours truly

H. del. Hamilton

5-M

(No. 3.)

THE ANGLO-AMERICAN TELEGRAPH COMPANY LIMITED.

No. 1169

519 ATLANTIC CABLE MESSAGE. 4/10 Jones

OFFICE STAMP & DATE
LONDON
THROGMORTON ST.
20 SEP 89

Senders of Messages will save considerable time by handing in their Messages direct to the Company's Offices, through which they must pass before they can be sent to their destination.

Line No. 555 Place from Newyork No. of Words 86

No inquiry respecting this Message can be attended to without the production of this paper.

Tate Hotel Victoria London

TO

Get following to dislocate (TAE) quickly but not by telegraph Calendar (North Am Phono C.) says and Batchelor dismal (Israel) and Doctor (Eaton Lewis) agree important nothing be closed with donation (Seligmann) work them up to best offer and then decline to close until you reach this side (Sel.) calendar (N.A. Phono C.) formulating scheme with donation (Seligmann) for consolidation whole world which will give you better results and possible continuing interest for you but not for disclose (Forward) if you wait on no account let disclose (Forward) or donation (Seligmann) people know of this answer

Insull

[FROM GEORGE E. GOURAUD?]

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|---|---|---|---|
| 60 | Mi | Pa | 15 Collect Forest |

Received at ORANGE, N. J. 449 Sept 20 188

Dated London Via Newport 20

To Thos A Edison

Get ready prompt shipment Denmark receipt letter thirty motors nineteen treadles one light

"Telegrams and Cables,
"Phonograph, London."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

Sept 20th 89.

The Manager
Edison Phonograph Works
Orange.

Dear Sir,

Will you please pack as for this country (not in lined cases), and ship per first steamer of the Thingwalla line from New York, the various goods as per enclosed order.

The cases should be addressed
Gottfried Mc-Ruben,
Copenhagen
Denmark.
and marked GMR & numbered from 1,000 upwards.

Payment will be made in the usual way - against invoices & Bills of Lading - at my Bankers Messrs Drexel Morgan & Co.

I shall be glad if you

will hand Messrs Drexel, Morgan & Co two invoices in addition to the invoice made out to me. The first of these invoices I wish made out by you to M. Ruben ~~[illegible]~~ for account of Edison's Phonograph Co London without prices, and the second in a similar way. Should more than these two invoices be required for custom purposes, kindly have them made out without prices.

Will you please pack specimens of all literature and several copies of Inspectors handbook addressing the parcel to M. Retifus the Expert who is in charge of the instruments in Scandinavia

Also do not forget to advise M Ruben of the due despatch of the goods.

Faithfully yours

G. E. Gouraud

per Young

G E Gouraud

Order No. 260

# Edison's Phonograph Co.,

EDISON HOUSE, "B,"
NORTHUMBERLAND AVENUE.
LONDON, W.C.

Denmark

Hire about extras

Sept 20th 1889

To Edison's Phonograph Works.

Please deliver at ~~the COOPS' ENTRANCE, 22 Craven Street, the~~ see letter even date.

following articles: Ruben. Denmark.

30 Motor
1 " for E. Light
19 Treadles
5 pcs Edison's Bichromate Batteries
5 only " Soda Batteries
1,400 " Blanks.
~~5 pcs Bichromate Batteries~~
~~5 " 4 cells soda "~~

N.B. No goods will be received unless accompanied by an Invoice bearing the above order number.

~~Nothing necessary supplies for three months.~~

NOTE. This Company expects that all goods will be invoiced at the best possible Wholesale Prices, and any firm found overcharging will be liable to have its account closed.

5 Inspectors books

Telegrams and Cables.
"Phonograph, London."

Telephone.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

Sept 28 '87

The Manager
Edison Phono Works
Orange
N Jersey.

Dear Sir,

Please correct the letter addressed to you by this mail referring to Denmark order so you will receive another letter containing the same order, but better particulars, concurrently with this through our Bankers Messrs Drexel, Morgan & Co.

This does not alter the effect of our telegram

Faithfully yours
Edisons Phonograph Co
per Henry Young.

Telegrams and Cables.
"PHONOGRAPH, LONDON."

Telephone.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

21 Sept '89

My Dear Batchelor

I think you will personally see to it that only the best improvements and best of everything is sent to me here and to Denmark. If after all the noise we have been making over here for the past 18 months and the high expectation of the public as to what the Phono. is everything is not all right the reaction will be fatal and most disastrous both to the business and to Edison

2

Telegrams and Cables,
"Phonograph, London."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

reputation. I am sure you will appreciate this.

The machines I have here are far from satisfactory in several important respects. Two (2) of the last machines rec^d (before the lot for Brazil) were both untrue in cylinders. So that they could not be used. We first thought it was due to warped frames. As we could not turn them down even anywhere, and the needle would always run quite off the way at the end. We are almost without a single machine to

3

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Credibly owing to dull cutting off knives and Recorders. If by any mischance the supplies ordered by Express have not yet left I try you will send immediately by mail a few planing off knives recording and repeating needles, and diaphragms.

Grams. The grooved ones slip awfully! or break easily if pushed on tight enough to prevent slipping. This is a serious defect!!

Yours very truly

[illegible]

Thomas Day.

14

Sep 26. 1889.

Mr Geo. E. Gouraud
Edison House.
Northumberland Ave London
England

To THOMAS A. EDISON, Dr.
ORANGE. N. J.

| | | | | | |
|---|---|---|---|---|---|
| Sep | 26. | 30 | Phonographs style "T" 3887 4922, 4764, 4758, 4436, 4923 4358, 3935, 3801, 3910. 3860 3799. 3869. 3980, 4242. 3800 3929. 4921. 4247, 3940. 4307 3867, 3864. 3984. 3885. 3894 3985, 3893. 4214. 3863. | 1350. | 00 |
| | | 15 | Phonographs style "M" - 3686 4233. 3603. 3583. 4191. 3644. 3718. 3907. 4173. 3531. 3514. 4216. 4255. 4199. 4197. @ 45.00 = 675. allow for Batty 2.70 40.50 | 634 | 50 |
| | | 5 | Phonographs style F. 3913. 3795. 3855. 3945. 4161. Volts 105 phono: | 275 | 00 |
| | | 16 | Barrels Blanks (150 in each). @ 11.25 | 180 | 00 |
| | | 15. | No. 1. Battery | 24.39 232 | 50 |
| | | | 384. Sticks of Soda. | 61 | 44 |
| | | | 120 Copper plates | 45 | 60 |
| | | | 20. old Batteries | 74 | 00 |
| | | | 500. old Zinc | 100 | 00 |
| | | | ~~16. Bals (150 ea)~~ Phono Blanks | | |
| | | | Packing, Boxing & Barrels | 87 | 82 |
| | | | Cartage | 20 | 00 |
| Roy alty 15% on 30, 15 & 5 Phonograph costing $2300.00 = | | | | ~~346~~ | ~~00~~ |
| | | | | $ 3225 | 86 |

100 Inspectors Hand books.)
No charge

Shipped to Col. G. E. Gouraud
Edison House B. Northumberland Ave
via Wagon & Colt Alloy via Freight London
England

43 Cases Barrels 16.

[FROM GEORGE E. GOURAUD?]

Phono - Eng

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Upon this is guarded against mistakes or delays in the transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after the message is filed.

It is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 32 | J M | 27 Collect | 7 |

Received at ORANGE, N.J. 407 Sept 27 1889

Dated London Via Ny 27

To Thos A. Edison

Mail tomorrow sure dozen each knives recorders, repeaters, saphire if possible all ours damaged have goods ordered expressed left when will fifty leave reply promptly

Phono. Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

September 27th 1889.

The Manager,
Edison's Phonograph Works,
Orange,
New Jersey.

Dear Sir-

Defective Machines. Untrue Shafts.

The report I have to make upon the two last motor Phonographs received prior to those shipped for Lisbon, is that in each the main shaft revolved untruly between its centres, one of them in particular was very bad; but both unfit to use except upon the original grams of white wax.

The damage seemed at first to be in the female centre caused by the gate centre having thrown up a burr on the edge of the female centre, but I removed the burr without eradicating the fault.

Battery.

My test upon the 4 cell Edison Battery, after setting it up according to instructions, resulted in its driving a Phonograph at the rate of One hundred revolutions per minute for 40 consecutive hours. In endeavouring to recharge the cells I find in each jar at the bottom a precipitate crystalized into a dense cake one inch thick which is almost impossible to remove.

Yours faithfully,

Hdel C Hamilton

Gladstone

Read this

CB

Phone - Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | | |
|---|---|---|
| NEW YORK | OFFICES, | 40 Broadway & 51 New St. |
| " | " | 444 Broome Street. |
| BOSTON | " | Post Office Building. |
| HALIFAX | " | Queen Buildings, Hollis St. |
| LONDON | " | 34 Throgmorton St. |
| LIVERPOOL | " | D 6, Exchange Buildings. |

CABLE OFFICE
40 Broadway.
NEW YORK.
SEP 21 1889

No. 12 9 NS

No. of Words 017

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 9 28 M.

From London To Insull

Ny

Embargo twentieth redislocate
Yes expect receive contract
today all right for
second message

Tate

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

Phono - Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Salisbury Sept 28-89

Dear Tate

I very to miss you! You heard how I "got left" and carried over to ~~[illegible]~~ Calais! Beastly sick coming back.

I will send you copy of agmt with E. next week. I found it ~~my~~ was with my Solicitor who was out of town for a few days so I could not get it.

I hope you had a good voyage & found everything all right

Especially Mrs T.

Always at your & her service here Believe me truly & faithfully Yours

[illegible]

Phone: Eng

Saturday 28th Sept. 89

LITTLE-MENLO.

My dear Edison

Hearty congratulations on Gr. French honors!

When you wear all those "stars" no other light will be necessary!

I hope you will have had a pleasant voyage and that we shall soon see the effects of Gr. Renewed Energies upon the flat mailing Grain "attachment". That's the thing! Meanwhile let us have the best you

can be the cylinders - just for talking with our agents &c. Nothing is so effective as "voices from afar"

= The Graphs - people are in an awful mess. They distinctly told me that they had no complication with Woodhouse & Rawson or Edmonds and I now learn direct from both of the above that there are complications of the most serious character & that the Graphs cant move hand or foot till the settle with both Edmonds & Rawson & that if they attempt to bring out a company the true position will be freely advertised. It seems that Edmonds owns owns 40% of all the foreign patents except France & Belgium and that he has attached all the Patents English & Foreign. The English Pats are in the name of the patent Agent Johnson

& he acting on Counsels advice refuses to deliver the Graphs pali to the Seligman Syndicate who appear to have their $500,000 on the Exchange of Agreement only & on the faith of getting the patents from the Volta Co who cant deliver title & who have divided up the 500,000 $ among their shareholders! Hubbard is here trying to get a settlement but has thus far failed.



LITTLE-MENLO.

Edmonds claims £34,000 Edmonds says he can stop their selling Graphophones & will do so if they dont settle.

Both Edmonds and Rawson have notified me that they have heard of the Seligman negotiations with us and "caution" me that they the Graphs. "cannot give title to the Pali."

In this state of things you

will see that even if we had
agreed on terms for a
Union we could not bring
out a Company with
their title thus involved.
So we will have to "let
them sweat" as you
advised. We can stand
it as long as they can.

Kind regards to
Mrs Edwin
Yours Ever
Gowland

Be sure and see that I
get only the latest &
best of everything!
And at the earliest
possible moment.

Phono - Eng

Telegrams and Cables.
"PHONOGRAPH, LONDON."

Telephone.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

Oct. 3rd 89

C. J. English Esq
Manager
Edisons Phonograph Works
Orange.

Dear Sir,

Your shipment per "Aurania" has come to hand but no advice note has preceded ~~the~~ it by mail. Will you please note that it is absolutely necessary for the proper conduct of the business here, that all shipments must be advised, and by a proper Advice Note, describing the precise contents of each case. You will understand that if this information is in our hands prior to the delivery of the goods we may be able to effect great saving in carriage by having

Advised Henry Mills at Laboratory

them re-addressed at the port to our Agents in various parts of the continent. Kindly give this matter your attention.

Please also note that all cases, communications (not of a private nature) must be addressed to

Edison's Phonograph Co
Edison House
Northumberland Avenue
London S.W.

We are arranging a Telegraph code & a copy of same shall be sent you very shortly.

Yours faithfully
Edison's Phonograph Co
pr Henry Young
Jnl Mgr

Phono - Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

4th October, 1889.

Dear Edison:-

Ans. Oct. 15/89

In compliance with the request of Tate I beg to hand you herewith copy of the agreement between ourselves regarding the Phonograph, of date 14th October, 1887.

Yours sincerely

G. E. Gordon

T.A.Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Yours sincerely

Phono - Eng.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Oct 5th 89.

Dear Tate,

I hope you arrived home safely and that you feel all the better for the trip.

I got the Agreement copied last Wednesday and sent it to Mr Edison. Will you tell me when you return the other to me at Walthamstow if it is usual to have such documents stamped? or does one dollar each to the other paid constitute a binding contract. In this country such documents have to be stamped within a certain period or they are not worth the paper they are written on. We have not settled anything since you left except the side shows which are going on apace. They are now thinking of starting something with a penny in the slot business — anything but

"PHONOGRAPH, LONDON."
No. 3200.
EDISON'S PHONOGRAPH CO.,
EDISON DOUGE "B," BOBERUMBERLAND HARBOR,
LONDON,
W.C.
Typed Letter
to be returned.

Oct 5th 79

Dear Tate,

the thing. Let us hope for the best
It is close on much time so
revoir & best wishes.

Yours sincerely

Jacob Tate

A. O. Tate Esq.

Phono - Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Oct 5th 89

The Manager
Edison Phonograph Works
Orange.

Dear Sir,

Will you please pack and ship per first steamer of the Netherlands-American S.S. Co, the various goods as per enclosed order No. 4/263.

The cases should be addressed

Messrs Fred Stieltjes & Co
745, Keizergracht
Amsterdam,
Holland.

and marked FS/C & numbered from 1,000.

Payment will be made in the usual way - against invoices and Bills of Lading - by my

bankers, Messrs Drexel Morgan & Co.,

I shall be glad if you will hand Messrs Drexel Morgan & Co. two invoices in addition to the invoices made out to me. The first of these invoices I wish made out to Messrs Philips & Co. on my account, without prices and to contain the items of Phonographs only. The second to contain items of sundries but without prices, & to be extended as prices to follow and marked pro forma.

I desire to have in all cases separate invoices for Phonographs which invoices should bear the factory numbers of the machines.

Will you please pack specimens of all literature, and several copies of the Inspectors Handbook.

Also do not omit to

advise Messrs Stultzes of the due despatch of the goods.

Faithfully yours,

G. E. Gorrie

Thos - Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Oct. 9th 89

The Manager
Edison Phonograph
Works.
Orange

Dear Sir,

We beg to confirm our cable of the 5th
"Where where should goods
arrive name steamer"
to which you replied on the date
"Steamship Othello October
first eighty nine"
You will observe that this is not a proper reply to our message & leaves us without information as to the port to which the steamer is coming. Will you kindly see that proper care is exercised in dealing with our cables in future.

We shall be glad to know if the shipment you made per express — Wells Fargo & Co — was at an agreed price. We have been charged something like 125 dollars for this shipment. which is an enormous sum to add to the cost of the goods

Faithfully yours
Edisons Phonograph Co
per Shipping
Jno. Miller

Phono. Eng

Oct 10th 89
Walthamstow.

Dear Tate,

Nothing fresh and no machines. Graptophone very busy here but from what I can see they wont stop us.

You just left in time to think tolerably well of this climate for it has not set in wet dull & humpy.

My friend has gone off Australia in ope of Gyrophe at Paris but I am to see him tomorrow Purdy at Venice & will bring him round. Once if his reasons was the desire of parties to overload the Coy & with such of interest for cash in the colonies it wont do.

If I can do anything for you here let me know.

Col Cy is serious & I have turned him out of the household portion of this place & shall soon have it all offices — the doesn't like it

but it is the inevitable

Phono-Eng

TELEPHONE NO.
3,200.

EDISON HOUSE (A),

NORTHUMBERLAND AVENUE, LONDON, S.W.

10th October, 1889.

T.A.Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Edison:-

I enclose you letter from Mr Garland, from which you will see that the business which had been so far concluded with him as that he actually brought his money from Australia to England for the purpose, has been dropped in consequence of the impressions he formed in his visit to Paris. This is but one of very many instances in which similar opinions have been expressed to me. I take consolation in the fact that it will only continue another three weeks. How much mischief will have already been done it is impossible to estimate, and it will take a great deal to overcome it - to which end no expense or effort will be spared.

Yours sincerely

P.S.

The writer of the letter you will remember as the gentleman you met at my Office, Member of Parliament; and as he had interested with him the Crown Agent for the Colonies here and other influential ~~Gent to~~ gentlemen, his dropping the matter is a serious injury. Part of his agreement was the purchase of 100 Phonographs.-

[ENCLOSURE]

Phone: Eng

London
4.4.89

My dear Colonel Gouraud.

I should have answered your last communication from Paris when it reached me but my whole time was taken up at the Exhibition. Now that I have returned I hasten to reply. I did not give Mr Hart any definite instructions to conclude because of the strong representations made to me by Sir Saul Samuel and other influential friends whose advice and great experience I sought and who have shown me the impracticability of making the spec a commercial success on the basis discussed by us. I have no doubt that I could get my friends in Australia to take it up as they have helped me through successfully before with much bigger mining Companies but I do not wish to take their money in any spec that will not be pretty certain to return them from 10 to

**[ENCLOSURE]**

20 % as they can get the former percentage with taking any risk in the Colonies. Then again there are only between three and four millions of people in the Australasian Colonies and they are scattered and expensive to get at so that the field is very limited. Then there is the certainty of the competition of the Graphophone which is an instrument simple in construction and very effective for commercial purposes. It would not cost more than one fourth the cost of the phonograph and it would have reason to believe be placed there on terms that would admit of the running the phonograph Company bankrupt even though it were not considered to be such a perfect machine.

As we have lost time so far and taken such trouble and pains over the matter I regret that I should have been forced to the conviction that it would be unwise for me to take it up even for Australasia on the last terms suggested by you. The final amount spoken of by £5000 cash would have been more reasonable but even then I would have to give away most of my paid up stock to ensure certainty in floating. I trust you will not complain of my apparent vacillation for after all it is better for both that I should only proceed on sound commercial lines.

In any case I will be the greatest sufferer inasmuch as besides my cost time the cost of getting my money from Sydney and back will be at least £100, besides having to pay interest whilst it is suspended.

N.B. The Phonographs at the Paris Foo=

As you have the rights for France at the risk of appearing to trouble myself with what don't concern me I venture to tell you that in my opinion your prospects of business are being ruined. There by the perfunctory and unsatisfactory way in which the phonographs is being handled. I made it my business to see for myself and meet all inquiries re both phonograph and graphophone. The graphophone is being shown to the greatest possible advantage. A few simple words

[ENCLOSURE]

are spoken into it by the operator and the single tube is given to only one hearer at a time. The reproduction is perfect and the effect splendid. When the same visitor goes to the Phonogr. he takes one of six or eight tubes which are distributed amongst others and amidst the hum and buz of heavy machinery he hears a series of intermittent and squeaky sounds which he is told is music but which it is impossible to recognise as such. — I speak from actual experience — He goes away with the impression that the Phonograph is a fraud. I watched the effect for several hours and I say it is not fair to the instrument or yourself or Edison. If France is to be any good to you only one tube must be used with the P. in the "Ex." Only one tube must be used the records must be better and fewer and the instruments must be removed from the deafening hum of the machinery Court. It is better that only one man should hear the P. to advantage than that 1000 should hear it at its worst. All this in confidence

My dear colonel, Yours very truly

C. H. Garland

Phono - Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

Oct 11th 89

The Manager
Edison Phonograph Wks
Orange
N.J.

Dear Sir,

In reference to the shipments you have just made to us, we desire to further emphasize our remarks in our previous letters in regard to the unsatisfactory manner in which our orders have been dealt with.

We have already confirmed our cable of the 17th ult and reference to it and the enclosed statement will show that you have entirely disregarded our order & instructions. The shipment now referred to came by express and when we point out that the charge for bringing

exceeds the value of the heaviest & bulkiest portion of the goods. If you do not exercise care in these matters we shall have to seriously consider the propriety of debiting you with the difference between ~~freight~~ [illegible] rates and ~~[illegible]~~ [illegible] rates.

We are not sure if your letter of explanation dated Sept. 27 ult refers to this shipment or not. From the closeness of dates we are afraid not but that it portends a recurrence of the same irregularity.

You do not even send us the name of the vessel, date of sailing and port of arrival in spite of our mentioning this in our cable. We have had to send a clerk out nearly a whole day to make enquiries about the ship we called to know the name of and now learn that she is coming to Hardin, & that

she is a slow boat.

We quite recognise the fact that in a new business mistakes such as we have pointed out will occur, but we want you to, at the outset, to realise the importance of this European business & the claim it has for your best attention.

In regard to advices — we must ask you to never omit sending them in you have not sent any as yet.

We are continually receiving letters from you with insufficient stamps upon them. Will you caution your post lad to be more careful in regard to this matter.

Awaiting your explanation of these various matters

We are, Dear Sir,

Yours faithfully

[illegible]

Monday
Saturday

London
Oct. 12th 89.

Dear Mr. Edison:—

Thinking it may be of some interest to you I am sending a sample of flexible metalic tubing, & a white wax record of the drones of the Scotch Bag Pipe.

The drones as you know give continued sustained notes which is the cause of the record appearing like watered silk, noticing this peculiarity I tried a record with the chant alone & found the appearance totally changed proving the sustained notes were the cause of this striking effect.

It was very pleasant seeing you in London & I thank you for

your reassuring message by Mr. Tate to the effect that you are satisfied with the way I have been working here & when Lord of England you will be pleased to have me return to you.

I have promised Mr. Tate to give him a report of Jacks fortnightly.

I remain always

Yours faithfully

H. de C. Hamilton

Phono - Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Oct. 12th - 89.

Edison Phonograph Co.
Orange. New Jersey.
Dear Sirs:-

Blanks - We are experiencing no little difficulty with the dark grams, the majority of them being reamed inside at a different taper to the cylinder of our main shaft. I can not of course say if this is due to your reamer or the after effects of contraction or expansion, at all events it is certain they do not fit the cylinders of our machines, the smaller end generally binding first.

Battery - I am setting up your cell battery in accordance to Lake's

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONORGAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

directions for same, & hope to get better result than before.

Shipment rec'd. Oct 2. by Express.

In this lot five glass battery jars arrived broken likewise five copper plates. This depletes us of one entire battery. Do you not make it a practice to send any extras in a shipment of this size? (15 Batteries)

Yours faithfully
H. del Hamilton.

EDISON
PHONOGRAPH WORKS.
ORANGE, N. J.

Hono-
Eng
Oct. 13th 89. 2 [illegible]
London.

Ans. Nov 7/89

88, Gloucester Road,
S.W.

Dear Tate:-

I wrote Mr. Edison yesterday addressing him to Llewellyn Park & mentioning that I had promised to give you fortnightly statements.

I purpose complying with your request in this matter, deeming my loyalty due first to Mr. Edison, as I have always considered myself in his employ, though actually paid a salary by Col. Gouraud but only in conformity with the arrangements to that effect made with him by you.

In accordance with the above mentioned request I

propose, without allowing prejudice or feeling to sway ~~[illegible]~~ 08 any way to the disadvantage of Col. or others, & likewise without fear or favor, to state facts as far as I am in knowledge of them. If however you desire further than this, — comments, news etc. I could but deem such duty irksome while Col. was paying me a salary & would ask, in such case, Mr. Edison to remit me direct.

I will first confine myself to mentioning the disposition made of the instruments received up to date, twenty in number besides the two experimental or model machines brought over by Mr. Gilliland & myself.

Two Phonographs are in Italy loaned to a friend of colonels, a Mr. Cobello to the encouragement of raising a company, but used up to date principally for exhibitional purposes to the public.

One other is in Denmark sent with the same object & to parties who have negociated for that country.

(Lecturers)

One in Belgium & three others in England all with lecturers for public entertainments. One of these return about £40.0.0 — weekly to the office, the others not being so successful.

Two are held in reserve at office for private

entertainments, both paying & free, "at homes", conversaziones etc. which have of an evening at between ten & twenty pounds each. The remaining instruments are at the office used for private exhibit, business and teaching pupils the manipulation & construction.

From the shipment packed for Lisbon by the factory we retained one treadle machine which is included in the above mentioned twenty.

Besides the three English lecturers, I have taught seven pupils the Phonograph three of these paying a premium, while the others excepting two received no salary while learning. Two



88, Gloucester Road.
S.W.

of these pupils only are in receipt of pay from the office, each drawing £1.0.0 (£5.00) per week. With these two as my entire assistance I have to teach others, four in number at present, keep the machines in repair & attend to all matters in the Phonograph Department.

When either of these assistants attend an evening paying entertainment they receive from the office one guinea.

I have confined this relative to my department, & before writing again will

wait to learn from you whether such a statement as the above is satisfactory.

Hope you enjoyed a good crossing back.

Father writes me from Paris that he is disappointed not having seen you again before your departure but considers how busy you must have been.

Believe me

Yours very sincerely

H. de C. Hamilton

Manager Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

16th October, 1889.

To the Manager,
Edison Phonograph Works,
Orange,
New-Jersey,
U.S.A.

Dear Sir:-

Since writing you on Saturday last we have been informed by Messrs Stavely & Starr, the Agents for Baldwin Bros of New-York, that they have received a Bill of Ladingfor the goods sent per Steamship "Othelle".

We observe that the charge is at the rate of twenty five shillings per ton, or 40 cubic feet, and we think that if you have, as we asked you to do, bargained for the rates, you have not made such a good bargain for us as we could have wished. We have received a quotation in London from one of the leading Steamship lines of nearly one half that amount; and fearing that some mistake has been made we shall be glad if you will look into the matter and let us know the result.

We must call your very serious attention to this shipping business, as a great deal more will depend upon it than you can imagine, and any failure on your part to carry out our orders will have a very prejudicial effect upon our business because we shall be making promises on the strength of your ability to carry them out on our behalf.

We have during this last week, at different periods, received boxes of attachments, spectacle frames etc. We think these goods could have been put in one case, and they would have thus come to us at much less expense than is now the case.

We have only just received the ten sets recorders and spectacles, and you have not even advised us of their despatch from New-York. We must insist upon having on each occasion an advice note containing a list of the goods sent, and the cases in which they are to be found.

It must be obvious to you that in order to conduct our business on anything like reliable lines, we must have information direct from you instead of, as has been the case in regard to the shipment per "Othello", through third parties.

We hope you will endeavor to give this question of shipments your first attention, and so encourage us to regain our confidence in this connection.

Yours faithfully

[illegible]
W. C. LEWIS [illegible]
[illegible]
WRITTEN FROM THE PRESS COPY IN CONFIDENCE
BY [illegible]

10/M 89
English
10/M 94

Phono-Eng

TELEPHONE No.
3,200.

EDISON HOUSE (A),

NORTHUMBERLAND AVENUE, LONDON, S.W.

18th October, 1889.

T.A.Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Ans. Oct 9/89

Dear Sir:-

Hand-machines.

Your cable says you do not make these, although I understood you to say that you did. In any case, I may state that the Graphophone people make the ones I explained to you, and I have just seen a gentleman who has one and uses it for dictating his letters while travelling in the train. He speaks of it in the highest terms. He also uses it when travelling for grapho-grams which he mails to his family. I certainly think you ought to have this form of machine for the Phonograph

Mailing-grams.

I hope you will make some of these on the plan of the Grapho-gram. They are using a very simple, and so far as itgoes, a very satisfactory gram in a stiff paste-board box that carries it all right, and people are constantly coming here with them thinking they can find a Graphophone here upon which to hear them reproduced. Our grams break too easily in the mailing, besides the expense, although of course I am aware they are not intended for mailing purposes. Kindly write me with respect to the above, and whenever you adopt anything please make it somebody's business to send me a gram by every mail as it is quite the most effective thing we have to show. The only one I have received of the kind, soon got damaged in putting in and out of the box; besides the method of closing the box was, as you yourself expressed the opinion, too troublesome to be practical. It would do well enough between Agents, but hardly between the public. At any rate you said you could easily simplify that and you no doubt will; but until you do make some thing better I wish you would send

me one of these by every mail. with some good talk on it.—

Slipping-grams.

All the last grams sent have been most unsatisfactory. They slip badly, and certainly warp without any provocation. Batchelor explains that those sent me were "too fresh," and "not sufficiently seasoned." If this was so, why were they sent ? . Please see that only the best is sent me in the future.

Yours sincerely

[signature]

Phono - Gr.

Pinsito

19 Oct 89

LITTLE-MENLO.

My dear Edison

"Grams"

I am very anxious over this question owing to the unusually bad behaviour of the grams last ver^d those reamed out in grooves inside. Recent letters to you (official) have explained generally how they slip & warp. but I have not liked to speak as plainly

as I now feel it
necessary to do quite
in gr ovoc interest as
much, indeed more
than in my own.
It is no doubt that the
slipping is chiefly due
to the warping, as the high
place makes the knife
on the style, or both
when both are in action,
cut so deep as to turn
the Grain on the Cylinder.

Whether the warping is
done recently or was
so when they left the
Works I cannot say,
but the fact remains
that for some time
past, indeed ever since
they came we have
not been able to make
a record without first
planing off several
times, frequently as
many as 5 times! &
with same as many as
7 times!! Then when the

Gram is taken off, if it & the cylinder are not previously so marked as that the Gram may be replaced exactly where it was before it was taken off – it will again have to be planed off several times before it can be used again for printing !!!



LITTLE-MENLO.

Now it must be perfectly evident that no matter how perfect the mechanism of the Phonograph is it cannot be used and will not be accepted by the public as a commercial machine so long as the Grams are as they are, and

require such a lot of
fooling with &
waste of time and
patience; and if
you cant make a
grain that can be
used at once it is put
on or make the reinder
so that it will follow
the warp then we
should not call it
a "Commercial
Machine" or sell it
as such till you can
do so, for, as sure as
you live, if we do we
shall be disappointed
for the public will not
accept it as such, &
both your reputation
& the Phonographs
will suffer in consequence.
That you will ultimately
overcome this difficulty
I have not the least
doubt, but what?
am immediately

concerned about it the present. Both you and the Phonograph are on a lofty Pinnacle of fame & both must inevitably suffer in the proportion to the Phono. falls short of realizing the Expectation so generously accorded to it

= In conclusion I will only add that if the Grams you are now sending here & to Holland & Denmark are no better than those I have thus far read.



LITTLE-MENLO.

Yes 2

this first appearance in Public in those Countries will damage its reputation as a "practical machine" to a degree that will retard its development to an incalculable degree.

If you have any better Grams than those sent me as a letter from Batchelor implies & that mine

were sent "too fresh"
"not sufficiently
seasoned" — then I shall
be only too glad to know
it, & I sincerely trust
you will give such
orders as will insure
me in the future
against a recurrence
of the necessity for such
an explanation — Pray
see to it in your own
interest that only the
best & latest of everything
is sent to me — If to do
that means "delay",
by all means let there
be delay! Far better
"more delay" than such
adverse and damaging
criticism as would have
resulted from putting
out these grams I have
Now if you have no
better grams than these
& you do see your way
to better shortly, pray
do not send them to
Denmark & Holland
but wait.
The "new attachments"
Do for as rend. greatly

improve the machine
for "practical purposes"
& the only weak point
in the affair at present
so far as I can see
is the "warping & slipping
Grains".
Can't you manage
some little attachment
that will hold the grain
in position when fixed?
Any one without one what
he was dictating might
talk five minutes without
observing that the grain was
slipping & not a word handed
Yours Gouraud

Oct 27/89 Phono-Eng

Telegrams and Cables,
"PHONOGRAPH, LONDON."

Telephone,
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Oct 30th 89

T. A. Edison Esq
Orange.

Dear Sir,

It is absolutely necessary that all shipments should be advised, and that we should know the contents of the various cases without having the trouble & inconvenience of opening them. Will you therefore order the works to give us a detailed list on each shipment.

Shall we send the works a copy of the A.B.C code, or will the copy you have be sufficient?

Yours faithfully
J. E. Gouraud
[illegible]

Phong - Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

26th October 1889.

Ans Nov 11/89

A. O. Tate Esq.,

The Laboratory,

Orange,

New Jersey.

Dear Sir-

We send you a a code book which is very largely used and trust that it will be of service to us mutually.

You will observe that we have fixed a cipher code which can be used for any messages that you may desire to keep private beyond the privacy already afforded by the cables.

On page x you will find examples of how to use this secret cipher if it be required, but for ordinary business purposes we will use words. We shall send a copy of this code to all our connections.

Faithfully yours,

Edison's Phonograph Co,

On receipt of code please telegraph "Recidivate" so that we can at once make use of it.

Phono-Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Nov 4/89

26th October 89

Thomas Alva Edison Esq
Orange
New Jersey.

Dear Sir,

We now beg to inform you that we have received the goods ex "Othello" but they are not yet all unpacked. We are pleased with the various improvements and the general get up of the machines. Will you please ask the factory people to keep the mahogany color of woodwork as dark as possible - approaching rosewood, as it is only the commonest articles in this country that are polished light. There is no explanation to be given except that of fashion and custom.

In your letter to me of the 5th Sept. you quote the following prices as being the absolute maximum

| | | |
|---|---|---|
| N | $ 44 | including one cell Bennett Battery or less £3 |
| E | $ 50 | |
| T | $ 45 | |

I will thank you to see that these prices are charged in future and that an amended invoice for the 50 machines & supplies, is sent forthwith, together with a credit note for the difference.

There is one barrel missing which please make enquiries about & let us know result. We have only rec'd 15 instead of 16 barrels & if not found charge up to shippers or carriers.

Faithfully yours

G. E. Gourand

[illegible]

Dhons - Esq

TELEPHONE NO.
3,200.

EDISON HOUSE (A),

NORTHUMBERLAND AVENUE, LONDON, S.W.
26th October, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

ack. Nov 12/89

Dear Edison:-

I beg to confirm my cable of yesterday:-

Noside New-York,

After three weeks negotiations
"powerful Syndicate Berlin Bankers probably including Siemens
"offer immediate cash bonus Fifty Thousand pounds for half cash
"and shares they get for us from German public Companies they
"will form on terms of your approval. I advise accepting.
"Committee leave tomorrow. Answer quickly"

and acknowledge receipt of yours in reply:-

Gouraud Norwood,

Is it for Germany only. Is
"Siemens certainly in it. Is Grapho mixed with it."

to which I replied to-day as follows:-

"Only Germany. No Grapho. Siemens certain
"if can make for German Company only on terms of your approval.
"Dont hesitate".

It is not intended that the contract between us and the Syndicate shall be in any way public; and it may be that the Syndicate will be registered in England in order to avoid making known in Germany the members of it, or the conditions of their participation in the profits to be derived from the formation of a German Company.

The effect of this arrangement will be that we will receive £50,000 as a bonus for giving the members of the Syndicate one half of what we subsequently receive from the German Company

or Companies which we may form with their assistance. Their idea is to bring out a large German Company which would form subsidiary Companies on the American plan. By adopting this plan it will be unnecessary to disclose under the German law, as would otherwise be the case, the participation they receive from us in consideration of their assistance and the £50,000 they pay us for that participation. This method they prefer because of some objectionable features in the new German law regarding public Companies.

I am told that all the members of the proposed Syndicate are wealthy Bankers. Siemens at first refused to have anything to do with it, and tried to prevent the formation of the Combination. He told Mr Quellmalz - the Dresden Banker who is getting up the Syndicate, and who was one of the earliest to communicate with you from Dresden, and who is a most energetic and able man - that he would join the Syndicate if he could have the manufacturing of the machines for the public Company; and Quellmalz tells me that Siemens Lawyer attended one of the meetings of the Syndicate and intimated to him in very plain terms that if Siemens & Halske did not have the contract for the manufacturing of the machines that we should have their opposition. The Syndicate are anxious to have Siemens join, and see no objection to his firm manufacturing for the German Company on terms acceptable to them and ourselves, but the intention is to complete the Syndicate with or without Siemens, and having completed the Syndicate the question of manufacturing can then be settled. You are aware that the Phonographs have to be made in Germany after 5 years, so that to keep the first Patents alive manufacturing will have to begin next year.

The Graphophone people have been in Berlin making a good deal of stir, and it is with no little difficulty that we have succeeded in making this combination in spite of them. They are showing a very good instrument apparently, and talk about their low price of cost of manufacture and consequent low price to the public.

I am anxious to close this business promptly and trust there will be no delay in your reply. The Committee are returning to Berlin to-night taking with them a sample of each of our machines. I shall follow them early next week and close the business while it is hot.

I tried to make the cash larger, but the negotiations finally resolved themselves into the amount named or nothing, and I regard it as a very good transaction everything considered. If we

did not close with these people it would be difficult for us, if not impossible, to get on with any fresh group in face of their having abandoned it.

My idea is that, until arrangements for manufacturing are completed satisfactory to yourself and after we have been paid our £50,000, the Phonographs shall be furnished by you on the same terms as you furnish them to the American Company, viz:- cost price, labor and material and 20 per cent.

Yours sincerely.

G. Le Fanu

[FROM GEORGE E. GOURAUD]

Phons - Eng

EDISON LABORATORY.

TELEGRAM.

Oct 26th 1889

From London Conf. of Oct. 31/89

To Edison. Orange.

Only German no graph Siemens certain if can make for German Coy. on terms of your approval dont hesitate

845

~~Will they adopt~~

If Siemens manufacture, and Company agree to adopt american standard, make no Changes for ten years without my approval, + you deduct no Expenses from any receipts as mine Exceeds yours twice over with factory important in addition and ~~I [illegible]~~ get two fifths of all receipts from transaction ~~[illegible] of fifty~~ ~~without any~~ ~~and~~ no graphone Co called phonograph Co — sell in no other country and ~~[illegible]~~ satisfactory contract defining [illegible] no objection

~~Noside London~~ Tourand Norwood

If Siemens manufactures and Company agrees adopt American standards making no change for ten years without my approval Sell only in Germany incorporate name Phonograph form no connection with graphone no deductions from my proportion as my expense outside Factory investment already double yours and if I net two fifths of all present and subsequent gross receipts of transaction and satisfactory contract drawn think I would have no objection -

Edison

Conf'd Oct. 31/89

To Mr. Adams
"Edison, New York"

From the Laboratory
of
Thomas A. Edison.
Orange N.J.

Expt.

[GEORGE E. GOURAUD TO EDISON?]

Phono-Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.
" " 444 Broome Street.
BOSTON " Post Office Building.
HALIFAX " Queen Buildings, Hollis St.
LONDON " 34 Throgmorton Street.
LIVERPOOL " D 6, Exchange Buildings.

No. D 94
No. of Words 10

CABLE OFFICE
40 Broadway.
NEW YORK.
OCT 28 1889

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 11.6 M.

From London To Noside N.Y.

Cable numbers each
phonos graphos in
use america

[illegible] 4/89

No Inquiry respecting this Message can be attended to without the production of this Paper.

Phono - Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Oct. 29th 89.

Edison Phonograph Works:—

Dear Sirs:—

We are in receipt of shipment by freight from you of the first inst. forty-three cases (43) & fifteen (15) barrels in all without a list of the contents of these cases & casks, which has rendered it necessary for me to open almost every case in order to find material required to fit up three machines.

This entails a very considerable amount of labor, trouble & time which might be obviated if we were in receipt from you of a proper shipping advice.

I have had no answers to my former letters of enquiry etc. in relation to this business. Your attention to my correspondence will oblige Yours etc.

[illegible]

Phon. Eng

Nov 1st/89

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONORGAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

31st Oct 89

T A Edison Esq.
Orange
New Jersey.

Dear Sir,

We understand that there is an attachment for main shaft and special recorders & repeaters, for making a record of twice the usual length — If this is practicable, kindly send us a sample set in next shipment, ~~kindly~~ and keep us posted in what is being done at Works.

Yours faithfully
G E Gaumont
per [illegible]

Phono-eng

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON."

TELEPHONE:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

ans Nov 16/89

Nov 4th 89

Thomas Alva Edison Esq
Orange.

Dear Mr Edison,

On using the new Mr machine today I was struck with the possibility of using an eccentric cam for the leaking of the side arm instead of the screw. Could not this be done with advantage? I feel sure that existing patterns need not be discarded for the introduction of this simple device.

Yours will be glad to know that I dictated to the Phonograph matter of all kinds occupying me for nearly four hours, and it was typewritten by merely a medium operator without error. The last month or two we could not use the Phonographs on account of the warping of the blanks, and

~~[illegible]~~

Telephone
No. 2200.

Telegraphic Address
"PHONOGRAPH, LONDON"

EDISON'S PHONOGRAPH CO.,

Edison Building, 1, Queen Victoria Street,
LONDON

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Phono - Eng

TELEPHONE No.
3,200.

EDISON HOUSE (A),

NORTHUMBERLAND AVENUE, LONDON, S.W.

8th November 1889.

J.C.English Esq,

Edisons Phonograph Works.

Orange.

Dear Sir.

We are much obliged by your letters of the 30th October andt the information contained therein.Colonel Gouraud is leaving for America to-morrow and he will know doubt confer with you in regard to the future shipments of machines & etc, Will you take a note to send us in each case a detailed invoice of the goods you are forwarding to us stating on it the cases in which the various articles are packed .

Faithfully yours.

Lewis Young

Gen'l Manager.

SPOKEN INTO EDISON'S PHONOGRAPH
BY J. LEWIS YOUNG
WRITTEN FROM THE PHONOGRAPH DICTATION
BY

phono-eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.
" " 444 Broome Street.
BOSTON " Post Office Building.
HALIFAX " Queen Buildings, Hollis St.
LONDON " 34 Throgmorton St.
LIVERPOOL " D 6, Exchange Buildings.

CABLE OFFICE,
40 Broadway.
NEW YORK.
NOV 8 1889

No. 19174

No. of Words 5

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 12 8 P M.

From London To Roside Ny

Slurring misturavel taught

RECEIVED
NOV 8 1889

Ans'd ..... 188

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

phono-eng.

# EDISON LABORATORY.

TELEGRAM.

Nov 8 1889

Conf'd Nov. 8/89

From

To Gouraud Norwood

Code book not to hand
Cant interpret your cable
of today

Edison.

Telegram - M

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON

Private Letters
(To be so marked)

A. O. Tate Esq.,
Edison's Laboratory,
Orange,
New Jersey.

Dear O. M.

I have not heard from you so I suppose that you are alright. You will have been struck almost dead by the telegram I sent you today saying that the Colonel sailed by the Umbria in company with Moriarty the nephew of the Graphophone man, Seligman. I expect that you will have a warm time of it, but I hope that all will turn out right for Edison and everybody concerned.

Let there be no jiggery pokery business and then we shall have one of the best things in this world. There is nothing advertised in Europe like the Phono except the crucifixion. Lord forgive me for my irreverence. But its a fact.

I hope you will have received the code book ere this and if there is anything that you want to know telegraph to me.

I should like to have a line from you when you can steal a few moments from your busy life.

There is a gentleman named Garland - a particular friend of mine and a thorough business man , who is coming over to see Edison about the Australian business. He has hung around here for four months- E saw him here- trying to do business with the Colonel but the latter could not make up his mind to anything definite and in a business shape. Of course, this man , who is an M. P. and big pot in Australia, does not want to go on the buy a hundred machines game, but desires to fix up things so that he can form his companies to carry on a big thing. I hope you will do all you can, and I know you have a great share in the deliberations , for him. You will find Garland a splendid fellow and a man you can trust . It seems peculiar for him to go over but he feels that nothing satisfactory can be done here in the present state of things, and thinks that E's presence will make matters right. He does not want us to give him anything but on the contrary, will do more than we expect of such a man, and requires only fair remuneration. Thats a lot about one thing.

As regards the pref ce to my book. I find that the wrong thing has been sent. I wrote three and intended to let you have the briefest one but somehow or other it got sent in mistake to my brother. I would be thankful if you coul d get E. to write a few lines.

Will you ask Mr English at the Phono Works to send me pars of the factory there.

Now good-bye and God bless you

Yours sincerely,

Kevin Young

ans Nov 27/89 Prisons – Engl.

2 Copthall Buildings
London 13th Nov 1889

Dear Mr Tate

I was equally sorry I did not see you again before you left Paris, but quite understood that something had come in the way of your keeping your engagement with me, & hope I shall be more fortunate next time.

Knowing that the most effectual way to reach Mr Edison is through you, I inclose a letter to him for your perusal, and beg you will do me the favor to direct his attention to its subject matter, so that immediate action may be taken on it. I am free to confess that I am most indignant at Co Gunnards treatment of me for altho' I know, of old, his disposition to shuffle out of arrangements, I did not believe he would dare treat me so after the precautions I had taken to prevent my being placed in a false position. It is still that he has on the phonograph something that cannot be spoiled; otherwise he would soon have a bad egg on his hands, but that no reason why he should make himself a stumbling block to the phonograph getting into practical service.

Yours truly

Hugh Hamilton

My cable cypher address is "Nottimah London"

[ENCLOSURE]

Phono England

2 Copthall Buildings
London 13th Nov 1889

Thomas A Edison Esqr
Orange New Jersey

Dear Mr Edison

Messrs Taylor Garnett & Co, proprietors of the Manchester Guardian "Evening News" &c who have one of the best, if not the best of newspaper establishments in this Country, last week ordered a full equipment of "Home" Machines and deputed me to ascertain from Wm Gowrand if they could have phonographs immediately to work the "Homes" they now have in connection with their Editorial & Reportorial departments. they undertaking to conform to the terms of purchase or rental of the phonographs when such are determined. I accordingly saw Wm Gowrand who assented at once, but, fearing from his peculiar methods, that some unpleasant hitch might arise, I iterated, & reiterated that I did not want any mistake or misunderstanding, and if there was any chance of him changing his mind he must say so then, but he declared positively, the "Guardian" people should have all the phonographs they desired without any delay, and suggested their sending a young man here at once to be instructed in the use of the instrument.

I imparted this to Messrs Taylor Garnett & Co and

[ENCLOSURE]

naturally felt much incensed, when informed on Saturday that Col Gouraud had left positive instructions with Mr Young that, with one exception in his favor, no phonographs should be permitted to leave the office except for exhibition or lecturing purposes. I requested Mr Young to telegraph Col Gouraud, & inclosed is copy of his reply.

Now, Col Gouraud had no right, and has given no reasonable ground for repudiating the arrangement made through me with Messrs Taylor Garnett &c, whose immediate practical use of the phonograph and prominent advertisement of their employment thereof, will rather advance than retard the work of your Manchester agent, whenever he may be appointed — I protest against such an unbusinesslike procedure on the part of Col Gouraud which places me in a false position, and, now such possible, belittles your great invention, and I confidently appeal to you to have me set right in the matter, by shipping half a dozen phonographs to Messrs Taylor Garnett &c at once or cabling instructions here to deliver what phonographs they may desire, & I pledge myself to obtain from them an undertaking to use the instruments solely in their business, & to conform to the terms of purchase or rental when such are established, & not to use them for exhibition or lecturing purposes, which seem points of prior importance to Col Gouraud.

Yours truly

Hugh Hamilton

[ENCLOSURE]

Copy

Cunard Royal-Mail Steamship Umbria:

"Manchester Guardian must wait till I return — as we can't put out any Machines in Manchester till we have an agent there. Will appoint an agent immediately I return & his first business shall be to do the M.G."

J.E.G."

If there is any force in the above, Mr Guiraud knew it at the time he stated to me that the Manchester Guardian would positively have the phonographs without delay, and he had no right, or shadow of right to give me such assurance, & then repudiate it in the shabby manner he has done.

Hugh Hamilton

RECEIVED.
NOV 23 1889
EDISON'S PHONOGRAPH CO., LIMITED.

Telegraphic Address "PHONOGRAPH, LONDON."
Telephone No. 3,200.
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, W.C.

Private Letter to be so marked.

Nov. 13th 89.

Edison Phonograph Works.

Dear Sirs:—

Regulators

Each regulator of all the thirty treadle phonographs in your shipment to us of last proved defective & failed to governor until repaired. I found in every case that either the key on the shaft fitted too tightly the slot of the regulator friction disc, or the holes for the screws which secure the springs to the friction disc had burrs on the inside making the disc bind on the shaft.

Battery Jones

The Edison Bichromate Cells very often become very hot from local

Telegrams and Cables:
"PHONOGRAPH, LONDON."

Telephone:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON,
W.C.

Private Letters to be so marked.

action, boil & steam at a great rate; it is due to the Zincs, proved by the fact that reamalgamating them stops the action. I should judge that one out of every six or eight are bad.

Rec. & Rep.

By fastening the Rec. & Rep. needles to the diaphrams with coagulin I find they hold much firmer.

Am just in receipt of the Knives which I was in great need of.

Nine cases & eleven barrels from you came in this week.

I am in much need of ear & 4 pieces as per my order of the 4th inst. No 132 which please send early as possible addressed to

Yours truly

H. de C. Hamilton

16 Nov.
N.Y.N.X

Phono-Eng

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE:
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

26th November 1889.

Ack Dec. 7/89
Copy sent to Dyer & Seely

T. A. EDISON, ESQ
Orange.
New-Jersey. U.S.A.

Dear Sir,

In the absence of Colonel Gouraud, we opened your letter addressed to him of date 8th inst:, which refers to the Patent matter CASE 9I.

By the same post we received from Messrs Dyer & Seely the Specification and Drawings, together with various Powers of Attorney, which we are sending to our Agents, with the request to expidite the filing of the patent in the respective countries, consistent with efficiency as regards translation etc.

The Provisional Specification for England will be filed by our English Patent Agent to-morrow, and we do not anticipate any great delay in the filing of the Continental Patents, especially France and Germany, as all the necessary documents are in the Agents hands.

Yours faithfully.

EDISON'S PHONOGRAPH CO:

Geo. Munro
Sec.

[FROM GEORGE E. GOURAUD?]

Thomas Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | | |
|---|---|---|
| NEW YORK | OFFICES, | 40 Broadway & 51 New St. |
| " | " | 444 Broome Street. |
| BOSTON | " | Post Office Building. |
| HALIFAX | " | Queen Buildings, Hollis St. |
| LONDON | " | 34 Throgmorton St. |
| LIVERPOOL | " | D 6, Exchange Buildings. |

CABLE OFFICE
40 Broadway.
NEW YORK.
NOV 26 1889

No. 1H1NS

No. of Words 4

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 10 68 M.

From London To Gate Noside Ny

Salaried

RECEIVED
NOV 26 1889

Ans'd ..... 188

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

[EDISON'S PHONOGRAPH CO. TO EDISON. DECODED VERSION FOLLOWS.]

Phono-Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | | |
|---|---|---|
| NEW YORK | OFFICES, | 40 Broadway & 51 New St. |
| " | " | 444 Broome Street. |
| BOSTON | " | Post Office Building. |
| HALIFAX | " | Queen Buildings, Hollis St. |
| LONDON | " | 34 Throgmorton St. |
| LIVERPOOL | " | D 6, Exchange Buildings. |

CABLE OFFICE
40 Broadway.
NEW YORK.
NOV 27 1889

No. 16 3 NS

No. of Words 25

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 12 36 p M.

From London To Roside N

RECEIVED
NOV 27 1889
Ans'd ..... 188

Sleight misturuvel 25 bugbear
10 buggy 2 buglehorn
15 bulliraig 12 bullock
500 building 12 samples
Musical recording reproduce funnels
supplies inform gouraud

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

[DECODED VERSION OF PREVIOUS DOCUMENT]

notes

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____ Orange, N.J. _____

Slight Ship Earliest possible opportunity
(Mistreavel) Holland
Bugbear 25 Motor Phonograph
(Buggy) 10. Treadle
(Buglehorn) 5 Elec. Light
(Bullirag) 15 Edison 4 Cell Batteries Complete
(Bullock) 12 Edison Bichromate Batteries
(Building) 500 Blanks for Office use
12 Samples Musical recording
reproduce ~~full~~ funnels
Supplies Inform Gerrard

[EDISON'S PHONOGRAPH CO. TO EDISON?]

phono - Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | | |
|---|---|---|
| NEW YORK | OFFICES, | 40 Broadway & 51 New St. |
| " | " | 444 Broome Street. |
| BOSTON | " | Post Office Building. |
| HALIFAX | " | Queen Buildings, Hollis St. |
| LONDON | " | 34 Throgmorton St. |
| LIVERPOOL | " | D 6, Exchange Buildings. |

No. 90ns

No. of Words 8

CABLE OFFICE
40 Broadway
NEW YORK.
DEC 3 1889

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 8 51 M.

From London To Noside Vig

May we have exposition musical funnels

Ans. & Conf'd Dec. 7/89

RECEIVED
DEC 3 1889

Ans'd ..... 188

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

Phono. Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE:
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Ans. Dec. 27/89

Dec 11th 1889

A. O. Tate Esq.,
Edison's Laboratory,
Orange,
New Jersey.

My dear Tate:-

I am extremely sorry that the cable message was not capable of interpretation; but you will notice on the first page of the code that the singular, plural, masculine, and feminine are implied.

Colonel Gouraud told me that he would get through his business very quickly, as he felt sure Mr Edison would be agreeable to his proposals, and in that case he would be back by the same Steamer; I had an important matter in hand which necessitated my knowing whether Colonel Gouraud had sailed or not, ans so I cabled to you thinking that you would probably know all about it.

I hope that all the negociations that have taken place have been carried out to the murual satisfaction of all concerned; you know how eager w e are for real business and how far the market is prepared to receive the Phonograph, which I am glad to say has been re-modeled, and I hope improved thereby.

Tate.

With kind regards, and hoping that you and yours are well,

believe me,

yours sincerely

Henry Young

Phono - Eng

Order sent to Phono Works Dec. 20/9

74 Madison Ave NY

Office of the Edison Phonograph Company,
120 Broadway,

New York, December 14th, 1889

T. A. Edison, Esq.,

Orange, New Jersey.

Dear Sir:

I confirm a ~~turbulent~~ verbal understanding of some days since, upon which, at your suggestion I cabled to London Holland and Denmark advising that the Phonograph should not be distributed until the Phonograph proper, could be substituted for the new improvements with single diaphragm. I find that some had already been disposed of, but there will be no difficulty in effecting the desired exchanges, to which end I beg that you will forward ~~them by~~ with every possible despatch, the necessary material, that is to say, 50 to Reubens, Copenhagen and 25 to Stieltzges; also 50 to Edison House, Northumberland Avenue, London, observing the same shipping instructions as in the case of previous invoices. Kindly advise me to this address, of shipments as made.

I hope that the 10 machines, or Phonograph parts of same were shipped to-day as promised by telephone; these were to go to London.

As regards the remainder of my order for One thousand, in connection with which it was understood that shipments of 25 per week were to be made after the first one hundred. I beg to say that I am prepared to take deliveries on account of the same as rapidly as you can deliver them. Kindly let me know at what rate I may count upon receiving them and I will give you shipping instructions accordingly.

Yours truly,

G. L. Gomez

[EDISON'S PHONOGRAPH CO. TO EDISON?]

Phono - Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.
" " 444 Broome Street.
BOSTON " Post Office Building.
HALIFAX " Queen Buildings, Hollis St.
LONDON " 34 Throgmorton St.
LIVERPOOL " D 6, Exchange Buildings.

CABLE OFFICE
40 Broadway
NEW YORK.
DEC 17 1889

No. 69 Ns

No. of Words 4

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 9 . 22 M.

From London To Roside Ny

Salaried Colonel

Confirmed Dec 23/89

Phono - Eng

# The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.
" " 444 Broome Street.
BOSTON " Post Office Building.
HALIFAX " Queen Buildings, Hollis St.
LONDON " 34 Throgmorton St.
LIVERPOOL " D 6, Exchange Buildings.

CABLE OFFICE
40 Broadway.
NEW YORK.
Dec 17 1889

No. 213 Ns

No. of Words 5

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 4.46 P M.

From London To Roside Ny

Starting new phonograph

Confirmed Dec. 23/89

**No Inquiry respecting this Message can be attended to without the production of this Paper.**

Thomas Eng

Law Offices

120 Broadway (EQUITABLE BUILDING)

New York D. c. 18, 1889.

Dec 19

EATON & LEWIS

S.B.EATON
EUGENE H.LEWIS

S.O.Tate, Esq.,

Dear Sir;

Col. Gouraud tells me that he sent you about a month ago a certified copy of his contract of October, 1887, with Mr. Edison relating to phonographs. This is the first I ever heard of it. We have been trying for a long time to find out with certainty that this contract is according to his files.

Will you kindly send me the above document by return mail so that I may have it for use in connection with the contracts relating to the Edisons United Phonograph Company.

Very truly yours,

S. B. Eaton

# THE EDISON MACHINE WORKS.

PRIVATE TELEPHONE LINE.

## CONFIRMATION OF MESSAGE.

*NOTE—This confirmation should be checked with the original message immediately on receipt. It will be assumed to be correct unless advised to the contrary by telephone.*

| Name of Person Sending. | Name of Person Receiving. | Time. | Date. |
|---|---|---|---|
| Ware | Mr Tate | 5.28 P.M. | Dec.18th,1889 18 |

*From whom received:* Mr.Insull,Edison Machine Works, New York.

*To whom sent:* Mr.Tate,Edison's Laboratory,Orange, N.J.

The decision of the Attorney General and the receipt for the 600 pounds are somewhere at Orange. They must be there, as Gouraud sent copies, and it is very imp ortant we should get them, as their absence is blocking the negotiations. In addition, there is a letter from Waterhouse & Winterbottom on the subject of the Stereoscopic Co's claim. We had a letter from Burcham and Co., on the subject, but what we want now is the letter from Waterhouse & Winterbottom.

Phono - Eng

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON."

TELEPHONE:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Ack Jan 6/1890

Dec. 20th 89.

Dear Tate:—

You will know what to do with the enclosed receipt for the "Original Phonograph" from the South Kensington Museum. If necessary please forward it to Hammer or inform him of, it as I do not know his address, & oblige Yours very sincerely

H. de C. Hamilton

Phono - Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters to be so marked.

Dec 23rd 1889.

T. L. Edison Esq.,
Orange,
New Jersey.

Dear Sir:-

I beg to acknowledge your cable as follows:- Colonel here- new Phonographs a few days.

faithfully yours,

J. Lewis Young.

[SAMUEL INSULL TO ALFRED O. TATE?]

MEMORANDA AS TO LETTERS OF INTRODUCTION.

KINGSBURY.

He has no relation with Gouraud, but used tobe with him, Kingsbury, in Gouraud's office. He is thoroughly posted as to Gouraud's methods, and may possible be friendly with Gouraud. He is quite talkative, well posted and known well by P.S.Dyer. You ought to be able to get from him a great deal of general information. I found I was able to when I was in London last.

VERITY.

Verity is by no means friendly towards Gouraud, but will do almost anything for us. If Gouraud is dealing with Spencer Balfour, Sir Geo. Elliot, or any of the same crowd, you can probably get a great deal of information from Verity. As to the exact composition of this crowd, you can find out in conversation with Verity, or by looking up the Electrical Companies, whose Board of Directors contains the names of the above named gentlemen, including Verity. You can get this information of Companies from a book called the "Directory of Directors", which is published I think in the month of April of each year.

When Verity was here he wanted to buy the Phonograph for Sir Geo. Elliot, Spencer Balfour, etc. It is just within the range of possibility that these same people may be interested with Seligman, as at the time we were negotiating with

Seligman here, I cabled Verity to know if his friends were interested with him, but so far as I can recollect we have never had a reply. You will find Verity very talkative, and although he tries to be quite mysterious, you can get a great deal moreinformation out of him, than you need give.

M. M. MOORE.

He used to have relations with Gouraud years ago. Although they are, so far as I am aware, friendly, I do not believe they are at all confidential; but it is quite possible that Moore may be interested with Gouraud. I know that personally he does not admire Gouraud's methods, and although I would not be inclined to treat him with very great confidence, I am sure that were I in London I could get a great deal of information out of him, if he has any. Edison has a phonoplex contract with Moore — see what he is doing

PARRISH.

He was largely interested with Gouraud in connection with the exploitation of the telephone. He made a great deal of money out of Gouraud in connection therewith. I have gained the impression, but from what source I cannot remember, that Gouraud intended to try and interest Parrish in the Phonograph. Parrish is the largest stock holder in the telephone business in England.

WATERHOUSE.

I very much question whether he is acting as Mr.Gouraud's Attorney. He may however, figure in the Phonograph, in connection with the disclaimer of the old Phonograph, because he is Attorney for the Telephone Company, for whose benefit the original Phonograph was disclaimed. I consider him the second best for legal advise, owing to the fact that he is acquainted with Gouraud's methods, and understands the general Edison situation in England.

RENSHAW.

If Renshaw is not acting as Mr.Gouraud's Attorney, he is the very best man to advise you. For several years he was quite intimate with Gouraud, and understands his methods thoroughly. Knows everybody financially in London. Probably by the time you get to London, we shall cable you with relation to one or the other of these two Lawyers, and if we instruct you to go to one for legal advise, I do not hink it would be desirable for you to present the letter of introduction to the other. After thinking the matter over a little further, I may decide to cable each of them, asking whether he is Gouraud's Attorney.

GENERALLY.

Owing to the great lenght of time since I have had any personal talk with the above people, if I were going to London myself I would not show my hand in any way to anybody. I simply give you these letters in the hope that it may help you to get information. You will find John Verity the most talkative, because like most young men, he is very anxious to show that he is extremely well posted, and acquainted with a great many big men.

MEMORANDA AS TO INFORMATION WE SHALL REQUIRE IN NEW YORK

TO JUDGE OF MR. GOURAUD'S PROPSOITION.

If Gouraud offers a lump sum in cash, confine it if possible to the smallest territory, thus giving us an opportunity for further dealings with him on outlaying districts.

Of course if the purchase is made privately by a syndicate, they will want to include the whole world outside United States and Canada, Japan & China but if it is made with a Company to be brought out, that Company will certainly, in the first place not include anything more than Great Britain.

It is just possible that Gouraud may dicker with Mr. Edison for a price to include the whole territory, and then turn around and sell to an English Company for the same, which would leave everything ourside Great Britain to him, at next to a nominal cost.

If the deal is with a private syndicate, we must know whether they purpose to pay the cash down, or whether they purpose extending the payments over a period. In case of payment by installments, we shall want to know who shall be guarantees of the payment If Gouraud wants to bring out a Company, we should want to know his proposed directors, and you would have to cable their full names. The Bankers, brokers, lawyers, accountants and officers of the proposed Company. Also whether the proposed Company is to be underwriten, and what Stock Exchange people would act as underwriters. We would also want to know whether other parties outside Gouraud should benefit from the purchase money. I consider that Mr. Gouraud would have to pay these other parties, and

not Mr. Edison, although I have not the contract at hand to make sure. Do not forget to get from Gouraud as soon as you arrive, copies of his contracts.

In relation to any orders Gouraud may give for Phonographs, ~~for any Companies thus formed~~, we will only accept the order provided payment is authorized in New York on presentation of invoice and bill of lading.

Dont forget La Nature —
Lumbrigot phono
"Cutting Wax"

Cable address
Insull
New York

Plans (1889-10)

GOURAUD'S PLAN FOR COMPANIES.

[illegible]

Model same as America. Separate Company for each important country under his agreement.

Consideration.

Fair proportion money and shares, and fixing for first year's operation minimum and maximum number phonos. to be ordered and supplied.

G. & E. to hold all shares issued to them by sub companies (1/3 of share capital being maximum under English Stock Exchange rules) and out of cash consideration to purchase sufficient number additional shares to control sub companies.

General Policy.

To be left to respective companies to decide as to selling or renting instruments

English Company.

Machines to be rented only. Patents not to be sold to a parent company but retained by "ourselves." and licensee companies to be formed thereunder.

Sub companies to buy and own phonographs at prices to be agreed.

From cash payments received from different companies "fighting fund" of from £25,000 to £50,000 to be formed, to be placed in trust during term of patents, income from which to be paid E. & G.

as accrued. Principal in part or whole to be applied when necessary for protection of patents. This to enable E. & G. to discriminate as to litigation, and give them selection of lawyers.

Okeson - Eng.

GOURAUD WANTS TO KNOW:-

(1) Are new phonos. as loud as old ones?

(2) Number of phonos. he can rely on in monthly delivery beginning with June.

(3) Maximum prices.

(4) Motor machines ✓

Motor machines electric lt. circuit. ✓

Treadle machines. ✓

Reg. Chromate battery.

New oxide (various sizes)

(5) Re combined motor and treadle.

(6) What phonos. has Gouraud had? Are they same as those sent to N. A. P. Co.?

(7) Confirm these:

We are now making practical commercial machine.

We are satisfied with it and make no further change.

There are 700 in hands of public giving satisfaction.

Price of first 1,000 to N. A. P. Co. will not exceed $45.00, actual price to be determined later by books.

Want his orders and can fill at rate of 1 or 100 per week.

(8) When will he receive a commercial phonograph.

(9) Price to G. same as to N. A. P. Co.

(10) Last 10 machines sent Gouraud are unsatisfactory. What were these?

# G O U R A U D ' S  C O M P L A I N T S .

(1) Great irregularity.

(2) Diaphragms easily broken. All broken thus far.

(3) One cell seems too little. Two too much.

(4) New machines less to be relied on than previous machines received.

(5) He don't want any more phonographs involving experts.

(6) Prefers phonos. made under case 90.

**1889. Phonograph - Foreign - Frazar & Company (D-89-60)**

This folder contains correspondence and other documents relating to phonograph sales agencies in China, Japan, and Korea. There are also letters about the presentation of phonographs to Chinese and Japanese government officials and about the search for wax to use in phonograph cylinders. Most of the correspondence is by Everett Frazar, Edison's phonograph agent in Japan and China.

Approximately 80 percent of the documents have been filmed. The following categories of documents have not been filmed: routine correspondence concerning the shipment of orders; other routine business correspondence.

Related material can be found in D-89-41 (Electric Light - Foreign - General).

Phonog. Chrono.

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

**EVERETT FRAZAR,**
124 WATER ST.
NEW YORK.

Jan. 2nd, 1889.

Thos. A. Edison Esq.,

Orange/

Dear Sir:

I have today received a cable from Yokohama in which my house recommends that I procure from the Japanese Minister phonograph letters to prominent officials in Japan, the same as have already been given in connection with the graphaphone. Mr. Tate has promised to call tomorrow, when I will discuss this matter with him.

Yours very truly,

Everett Frazar
pp Wallace Peck

Deeds Knapp

Phone Who Letter
from Orange [illegible]

500000

Schenectady
Note

~~24000~~
~~[illegible]~~
~~1[illegible]000~~

140
~~60~~
~~80~~
149000

Phono - China

Ans
Jan 16/89

THE GRAND PACIFIC HOTEL.
DRAKE, PARKER & CO. PROPRIETORS.

Parlor 1.

Chicago, Jan'y 14, 1889

Mr. A. O. Tate,

Laboratory, Orange, N. J.

My dear Tate:

Mr. Chas. Gould, of the North-American Phonograph Co., was very desirous of going to China with me. He seems to be a very clever kind of a fellow, and if he understands the machine thoroughly - as I believe he does - I should imagine he would be a very good man for Frazier & Co. to obtain the services of. He is of good address and calculated to produce a good impression.

The Washington Capital of Sunday had a short article in relation to the graphophone in China and Japan.

I will be in Chicago at the Grand Pacific Hotel for the next ten or twelve days. Will be glad to hear from you.

Yours very truly,

[signature]

Phonograph

New York, 17 Jan 1889. Aug 21/88

My dr Mr Tate,

This P.M. I have my Japan letters p "Arabic" to Ko Dee Ig-Mr Lindsley writes about the Phono. as follows:

"Mr Austin Hero is the Graphophone Agent now here, actively canvassing tex, has brought out some very taking cylinders, with spoken letters from the Japanese Minister in Washington, and from others now in Washington, who are well known in Japan. This will give him an excellent introduction to the Government and our U.S. Minister Mr Hubbard, is much interested in the matter, — So far as I can learn, this Graphophone must be simply a piracy on Mr Edison's original Phonograph" —

Please read this letter to Mr E, and ask him for any suggestions as to my taking prompt steps to obtain from the Jap. Minister in Washington, the Jap. Consul General here & others, proper letters to be taken out to Japan & China by our Expert. Have you one of the Ed. Phono. in Washington with an operator there, and could be prob-

[illegible]

Chin

THE GRAND PACIFIC HOTEL.
DRAKE, PARKER & CO. PROPRIETORS.

Parlor 1.

Chicago, Jan'y 19, 1889

My dear Tate.

I have your letter of Jan'y 16th, which was rec 'd shortly after I wrote you yesterday. I feel very sure that Mr. Gould does not possess the qualifications which ~~you~~ we desire. Concerning Mr. Gould's qualifications on the phonograph - I would have you thoroughly investigate that before giving him employment anyway. My idea was that if Gould's qualifications were such as would fit him for the position, he is a man of good address and considerable business ability, and he would perhaps be a good man to take to China. I have no special interest in the matter, however, and do not desire you to think that I am pressing his application.

Yours very truly,

Gillmore

DICTATED TO PHONOGRAPH.

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK. Jan. 19th, 1889.

Thos. A. Edison Esq.,

The Laboratory,

O r a n g e .

Dear Sir:

Enclosed I hand you special letter received from Yokohama this morning in regard to the exhibition of the American Graphaphone at the U. S. Legation, Tokio, on the above date. This certainly will interest you and shows the quiet but complete action taken by the Company's agent, Mr. Austin Herv, who arrived in Japan Dec. 19th from San Francisco, registering himself at the hotel as from Washington. I shall be pleased to learn whether you know this gentlemen and if formerly in your employ, also whether he is a man of larger experience in the Graphaphone or Phonograph than would likely be the case with the young gentleman with whom you propose to furnish us to exploit the phonograph in Japan and China. Kindly return the enclosed letter to me with your reply at early convenience. Also please state what will be the earliest date that we can advise our expert being ready to leave for Japan. Our Feb. steamer from Vancouver leaves on the 19th, requiring a passenger to leave N. Y. Feb. 10th. The March Str. leaves on the 19th, requiring to leave N.Y. March 10th. Will it be necessary to delay to a later date or could he leave earlier via San Francisco? If via Vancouver, there is a saving to us in passage money, but this does not compensate for the loss of very valuable time, knowing that

the Phonograph is already ahead of us with its representative in Japan. I am very anxious to know that we are sending out a really competent person, particularly for the phonograph, but with a fair knowledge of incandescent lighting and installing also. This, I understand from you and Mr. Insull, can be combined in the same person.

Mr. Tate is to send me a rough memo. of agreement to be executed between us for the conduct of this specialty. I have told him I will leave the matter to him and your good self to make this initial memo., asking you to form same upon as liberal terms as possible for us, considering the expense to which we will be put with certain competition, reducing the prospect of margins of profit materially. I regret, first, that the graphaphone is in existence at all, as you no doubt do also, and still more to find that it is being exploited through our own territory. If you will briefly state to me in a letter, in triplicate, the commercial and social uses to which the phonograph can be put and its advantages over the graphaphone I shall feel greatly obliged and will forward same to our friends in the East, who will make use of it with both the foreign and native press as well as by circular. I would like our expert to take with him at least half a dozen phonographs, if same can be got ready; if not, even two, that he may not be delayed in leaving.

Believe me, dear Sir,

Yours very truly,

Ewell D. Frazer

Chinese
REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK, Jan. 24th, 1889.

A. O. Tate Esq.,

Private Secretary,

The Laboratory, Orange,

Dear Sir:

I have your valued favor of the 21st inst. and am pleased to note that you will be able to arrange for phonograms from the Japanese Minister and others in Washington, before our expert goes to Japan and China. It would be well to obtain same from the Chinese Minister also, addressed to officials in Pekin and from the Japanese Minister to officials and to some personal friends, speaking in a social way, if possible. I have had two interviews with the Japanese Vice Consul here, the Consul being absent, but due from San Francisco shortly; also with Mr. T. Takaki, manager of the Yoko. Specie Bank here, and have arranged that, at the proper time when you will put me in the way of same, we will have these gentlemen use the Phonograph in New York, sending the cylinders to Japan by the expert. The full address of the Japanese Minister at Washingtin is Munemitsu Mutsu, Japanese Legation; the name of the JapaneseVice Consul in New York is Ikunoshiu Matsuoka. We will be able to get just such assistance from each of these officials as we may need. I might get the same privileges from the Chinese. The Japanese Vice Consul goes to Washington on Saturday for a few days and he promises me to have a conference with the

Minister there, explaining the matter fully, so that when our expert calls on him, he will have been informed in advance. Please let me know if you can suggest any other names from whom we would do well to get letters, or other parties whom it would be well to have use the phonograph, that the expert may avail of same.

In regard to the salary to be paid the expert, I am quite willing to defer to the good judgement of Mr. Edison. Of course, it would be better to get a suitable man and pay a little more, as you say, especially if he be a person of some little experience in electrical business, so that his services can be made use of to advantage, combining the Phonograph and elec. lighting, when visiting the different cities of Japan and China, thus advancing the whole Edison interest to our mutual advantage. Please mention this to Mr. Edison.

At your convenience please send me rough memo. of the agreement between us and let me know the result of your latest consideration of the Berlin matter.

Believe me,

Yours very truly,

Edward Bryant

REPRESENTING: Ch. H. Chen
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb 5/89

4 Feb 1889

My dear Mr Pate

Mr Alex Pison, middle aged lawyer, 40 Wall St, has lately been appointed by the Jap. Minister in Washington to fill the Law chair in the Tokyo University, in place of Dr Stevens (of Orange) Son Charles, who has just returned after a three years engagement in Tokyo. - I am very much pleased with Mr Pison, and he seems to have good common sense business views on Electrical & Phono progress with the Japanese, and has arranged in his contract that he is to have some share time to devote to such outside matters as these, to his own & the Jap. Govt's profit.

I think with the letter I shall give him to Mr Lindsley, that he can be made good help to us, and I have got him to promise to go out to the Laboratory on Wednesday P.M. at 1½ or 2½ to be at your place say at about 3 P.M. and I will be glad to have a

line from you tomorrow to reach me Wed Aug. saying that you will be there, and can let him [illegible] the Phono [illegible] Yours [illegible] Yours [illegible] Yours [illegible]

Feb. 6th, 1889.

To His Excellency,

The Chinese Minister,

Washington, D. C.

Dear Sir:

I have the honor to inform you that my firms, Frazar & Co., in China and Japan have been appointed by Mr. Thomas A. Edison his sepcial agents in those countries and Korea for the introduction of his Perfected Phonograph. We are about sending an expert to China with several new instruments and shall have occasion to bring same to the attention of the different departments of the Chinese Government. It is the desire of both Mr. Edison and myself that you should have an opportunity of hearing and testing this new speaking machine, which I feel confident you will agree with me is the latest and most marvellous of Mr. Edison's inventions. This afternoon Mr. Edison is sending a gentleman, Mr. Miller, to Washington for the purpose of giving an exhibition before the Commissioners of the Patent Office. I shall take the liberty of handing Mr. Miller a letter of introduction to Your Excellency and shall feel greatly obliged if you will grant him an interview with the Phonograph. I shall also be glad if you will speak to a few of

your personal friends in the various departments of the Government at Peking upon the Phonograph, and Mr. Miller will take with him the recording cylinders for use in Peking upon an instrument sent by me with our export; and your friends will have the pleasure of hearing your own voice, as though you were personally present. These might serve as introductories to our export when showing the Phonograph, and you will do me a favor by advising the Government that a full supply of the original Edison Perfected Phonograph will be sent to that country very shortly, the extensive Edison Laboratory being now in full operation and turning out about 30 complete talking machines per day.

I hope to be in Washington in a few weeks and shall do myself the honor of calling upon you. Thanking you in advance for your kindness and attention to Mr. Miller, believe me, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

To His Excellency,

The Chinese Minister,

Washington, D. C.

Dear Sir:

This will be handed you by Mr. Walter Miller, who proceeds to Washington tonight in the service of Mr. Thos. A. Edison of Orange, N. J., the inventor of the Edison Perfected Phonograph. Mr. Miller will take pleasure in showing you the working of the Phonograph and I shall be greatly obliged if you will assist him by allowing him to take down upon the Phonograph some short message of your own to certain officials in China. A special letter which I have forwarded to you today by mail will further explain in regard to the Phonograph.

Thanking you for any courtesies shown to Mr. Miller on Mr. Edison's behalf, I remain, Dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

To H. E., Munemitsu Mutsu,

H. I. J. Minister,

W a s h i n g t o n, D. C.

Dear Sir:

I have the honor to inform you that my firms, Frazar & Co., in Japan and China have been appointed by Mr. Thomas A. Edison his special agents in those countries and Korea for the introduction of his Perfected Phonograph. We are about sending an expert to Japan with several new instruments and shall have occasion to bring same to the attention of the different departments of the Japanese Government during the months of April and May. It is the desire of both Mr. Edison and myself that you should have the opportunity of hearing and testing this new speaking machine, which I feel confident you will agree with me is the latest and most marvelous of Mr. Edison's inventions. This afternoon Mr. Edison is sending a gentle man, Mr. Miller, to Washington with one of his phonographs, for the purpose of giving an exhibition to the Commissioners of the Patent Office. I shall take the liberty of handing Mr. Miller a letter of introduction to Your Excellency and shall feel greatly obliged if you will grant him an interview with the phonograph. I shall also be very glad if you will speak to a few of your personal friends in the various departments of the Government in Tokio upon the phonograph, and Mr. Miller will take with him the recording

cylinders for use in Tokio for use upon an instrument sent by me with our expert; and your friends will have the pleasure of hearing your own voice as though you were personally present. These might serve as introductories to our expert when showing the Phonograph, and you will do me a favor by advising the Government that a full supply of the original Edison Perfected Phonograph will be sent to that country very shortly, the extensive Edison Laboratory being now in full operation and turning out about 30 complete talking machines per day. If Mr. Stevens will also kindly speak to an official in Tokio, in English, and allow Mr. Miller to take the record cylinder with him, I shall be obliged.

I had the pleasure of an acquaintance with your predecessor, Mr. Kuki, and, hoping to be in Washington in a few weeks, shall do myself the honor of calling upon you.

Thanking you in advance for your kindness and attention to Mr. Miller, believe me, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

To H. E., Munemitsu Mutsu,

H. I. J. Minister,

Washington, D. C.

Dear Sir:

This will be handed you by Mr. Walter Miller, who proceeds to Washington tonight in the service of Mr. Thos. A. Edison of Orange, N. J., the inventor of the Edison Perfected Phonograph. Mr. Miller will take pleasure in showing you the working of the phonograph and I shall be greatly obliged if you will assist him by allowing him to take down upon the Phonograph some short message of your own to certain officials in Japan. A special letter which I have forwarded you today by mail will further explain in regard to the Phonograph.

Thanking you for any courtesies shown to Mr. Miller on Mr. Edison's behalf, I remain, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

Dr. H. N. Allen,

Sec'y Korean Legation,

Washington, D. C.

Dear Sir:

I have the honor to inform you that my firms in Japan and China, Frazar & Co., have been appointed by Mr. Thos. A.Edison his special agents in those countries and Korea for the introduction of his Perfected Phonograph. We are about sending an expert to Japan with several new instruments and shall have occasion to bring same to the attention of the different departments of the Korean Government very soon. It is the desire of both Mr. Edison and myself that you should have the opportunity of hearing and testing this new speaking machine which I feel confident you will agree with me is the latest and most marvelous of Mr. Edison's inventions. This afternoon Mr. Edison is sending a gentleman, Mr. Miller, to Washington for the purpose of giving an exhibition before the Commissioners of the Patent Office. I shall take the liberty of handing Mr. Miller a letter of introduction to you and shall feel obliged if you will grant him an interview with the Phonograph. I shall also be very glad if you will speak to a few of your personal friends

such as Judge Denny and Minister Dinsmore, and Mr. Miller will take with him the recording cylinders for use in Seoul upon an instrument sent by me with our expert. Your friends will thus have the pleasure of hearing your own voice, as though you were personally present. These might serve as introductories to our expert when showing the Phonograph, and you will do me a favor by advising the Government that a full supply of the original Perfected Phonograph will be sent to that country shortly, the extensive Edison laboratory being now in full operation and turning out about 80 complete talking machines per day.

I hope to be in Washington within a few weeks and shall have the pleasure of calling upon you. Thanking you in advance for your kindness and attention to Mr. Miller, believe me, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

Dr. H. N. Allen,

Sec'y Korean Legation,

Washington, D. C.

Dear Sir:

This will be handed you by Mr. Walter Miller, who proceeds to Washington tonight in the service of Mr. Thos. A. Edison, of Orange N. J., the inventor of the Edison Perfected Phonograph. Mr. Miller will take pleasure in showing you the working of the Phonograph and I shall be greatly obliged if you will assist him by allowing him to take down upon the Phonograph some short message of your own to certain officials in Korea. A special letter which I have forwarded you today by mail will further explain in regard to the Phonograph.

Thanking you for any courtesies shown to Mr. Miller on behalf of Mr. Edison, I remain, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Chas. Jones

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Prest.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI, Asst. Genl. Mangr.

General Office and Works
BENEDICTADY, N.Y.

# The Edison Machine Works

No. 19 Dey Street,

Cable Address,
"XYDSUN, New York."

New York, N.Y. Feb. 13, 1889.

Mr. A. O. Tate,

Edison's Laboratory,

Orange, N. J.,

My Dear Tate:

I have written Kruesi to-day to send the young man Churchill, who I told you I thought would suit for Frazar, down to the Laboratory for you to see him. If you think he will answer the purpose, you had better set him to work.

When you see him tell him that his salary will be $1200.00 a year; that whilst he remains at the headquarters of the concern that is all he will be allowed, but when he is traveling he will be allowed his traveling and hotel expenses.

I think, for the boy's protection, that you should make arrangements with Frazar, that not only his expenses out to Japan should be paid, but that in event of Frazar & Co. not requiring his services longer, that his expenses back should be paid; either to New York or London, as Churchill might elect.

Frazar & Co. should also undertake to pay his return expenses, if he he leaves them of his own accord, providing that he stays in their service for a period of two years.

Yours very truly,

Samuel Insull

Gen. Mgr.

Chas. Tatchen

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Prest.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI Ass't Genl. Manager

# THE EDISON MACHINE WORKS.

CABLE ADDRESS, "KYOSUN, New York."

BRANCH OFFICE, 19 DEY ST., N.Y. CITY.

Schenectady, N.Y. February 14th. 1889

A. O. Tate, Esq.

Edison's Laboratory.

Orange. N. J.

Dear Sir:-

This will introduce to you our Electrician, Mr. Churchill, whom Mr. Insull has recommended for the position in Japan. Mr. Insull has written to us that he thinks it best for Mr. Churchill to go down to Orange, in order that Mr. Edison can judge for himself whether he would be the proper man to sent there.

Yours very truly,

John Kruesi

Ass't gen'l Manager.

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK. March 7th, 1889.

My dear Mr. Tate:

Enclosed I hand you three copies of the agreement with Mr. Churchill, which I have had signed and witnessed. Will you please call him into your office, have him sign original in ink and duplicates in pencil and witness same for him, returning them (2) to me on Friday? He called at my office today and feels confident that he has fully mastered the use of the Phonograph, except as to taking music on the cylinders, in which the German gentleman in charge agrees to instruct him on Friday and Saturday. If you will have a little talk with Mr. Churchill and satisfy yourself and then so inform Mr. Edison, that you think we have got the proper person to take our work in Japan, China and Korea, I shall feel greatly obliged, for I want you all, as well as myself, to be satisfied that we make a satisfactory start in this business, hoping for the very successful introduction and future for the Edison Phonograph in those countries.

Thanking you for your personal attention and kindness shown in all these and other matters connected with the Edison interests, which I appreciate fully on behalf of my firms abroad, believe me,

Yours very truly,

Everett Frazar

Cor. for China & Japan

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK. March 11th, 1889.

My dear Mr. Tate:

Thanks for your letter of the 8th inst. Am pleased to note that Mr. Edison is well satisfied with Mr. Churchill's qualifications and that he thinks we have secured a good all around man for elec. business in China, Japan and Korea. The two copies of agreement, signed by him and witnessed by you I have received, one handed by you to Mr. Churchill. Before you leave Orange tomorrow morning to come and see me and lunch at 1 o'clock, will you please see Mr. Batchelor, to whom I am writing a special letter, in regard to weights of phonograph and extra cylinders, together with the preparation of 10 additional phonographs to be shipped Friday or Saturday of this week? If you will go through that letter with him and take note of such items as I require information upon that you may supply me with same tomorrow, in order that I may write my letter to Japan to overtake Mr. Churchill, I will be obliged. As yet I have not supplied my Yokohama firm with such information as they will expect from me. I am, therefore, seeking it in my letters to Mr. Batchelor and yourself and shall feel greatly obliged for your kind attention to same.

Yours very truly,

Everett Frazar

Law Offices

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York June 7th., 1889.

A. O. Tate Esq.,
Private Secretary,
Dear Sir:

Will you kindly send me a copy of the two following letters from either you or Mr. Edison to myself, viz.:

Feb. 21, 1889. Regarding 38 per cent. of the Phonograph Works stock.

March 9, 1889. Regarding the arrangement with Frazar & Co. for China and Japan.

As regards the last named letter, I find no documents whatever relating to the Frazar matter. I remember that you and I discussed it once, and that is all I recollect about it. About the time your letter came we had in our office for a few weeks an employee who turned out to be careless about papers, and it may be that he has mislaid the Frazar papers, if I ever had them. I am ready to take the Frazar matter up as soon as I get from you the necessary documents.

Awaiting the favor of your early reply, I remain,

Very truly yours,

S. B. Eaton

Phonog. Chinese & Japan

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK. June 18th, 1889.

ans June 20/89

A. O. Tate Esq.,

Private Sec'y Thos. A. Edison,

The Laboratory, O r a n g e.

My dear Mr Tate:

I have your letter of the 14th inst. and note that you call my attention to the fact that the contract given to my firm in Yokohama, forJapan and Korea and in Shanghae for China, is not assignable to any other company or party, except same is made the subject of special negotiation between us and Mr. Edison. Possibly Mr. Edison does not fully understand the position of the matter from the remarks made to you when in my office some little time since. Please say to him that my partnerwrites me that it was proposed to form a Japanese company for the purpose of exploiting, or at least assisting my firm in introducing the Edison Phonograph throughout Japan, with the view of enlarging the field of its sale and usefulness. I feel sure my partner has had no idea of taking such a step as to form a company and place it exclusively out of our own hands. This I should not, of course, expect or approve for one moment. As I understand from his remarks, my firm would keep a control of same, associating with them certain Japanese, among whom would be our friends with whom we do the larger part of our electrical business,- intelligent, progressive Japanese. We would not, of course, for one moment, take any steps in the matter

prejudicial to your interests or against your full approval and assent.

I shall, therefore, be glad if you will again address me a few lines and say just wherein youthink the objection would arise and whether you think it would be better to do nothing in this respect; them, if necessary, I will cable my partner on receipt of your letter, on Thursday or Friday. We are open to receive information and suggestions coming from your experience and our mutual desire to act in perfect accord.

Believe me, dear Sir,

Yours very truly,

Everett P. Frazer

Member Assn. of Engineers.

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK. July 16th, 18 9.

Ans. July 18/89

Thos. A. Edison Esq.,

The Laboratory, O r a n g e.

My dear Mr. Edison:

You will be pleased to learn that Mr. Lindsley has had the pleasure of presenting to the Governor of Kanagawa and other officials of the Japanese Gov't at Tokio, the phono. messages from the Japanese Minister and friends in Washington, taken by Mr. Miller and me in March last. The officials were greatly pleased and said they could recognize the individuality of the several voices. Gov. Oki, of Kanagawa, Mr. Athada and Mr. Kato have replied to Mr. Mutsu, the Minister, by phonograms which they hold. Mr. Sanushima also sent a short message to Mr. Mutsu on the same cylinder with Mr. Kato. Count Okuma, Minister of Foreign Affairs has been pleased to send a phonogram direct to you. This will be forwarded very shortly. Mr. Lindsley writes that he would be pleased to receive a personal phonogram from you. I shall be obliged if you can accommodate him, mentioning the great success of the instrument the number which you have made or are turning out weeklyand such other matters as you may think of interest connected with the phonograph. If you think it advisable to add that the extreme delicacy and minuteness of its manufacture will defy infringement by the natives, it would both please Mr. Lindsley and strengthen his hand

in recommending it to the foreign community, at least . If you will kindly deliver your personal phonogram to Mr. English he will send it to me with other matter in a few days.

I am not advised as yet of any actual sales of the instrument They have been kept very busy setting the machines up, advertising them and meeting officials and parties for its exhibition.. I enclose copy of special circular on the working of the Phonograph issued by my Japan firm. I trust you will find same satisfactory. I would like your criticism upon it if you deem same desirable. I also send you a copy of a Japan newspaper and engraving showing H. M., the Emperor, receiving from his officers the new Constitution promulgated on Feb. 11th, '89 in the new Palace building, lighted by the magnificent Edison electroliers, being a portion of the plant installed by my firm, as you are aware.

Yours very truly,

Geo. W. Fraser

Also - China + Japan

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK. July 23rd, 1889.

My dear Mr. Edison:

I must thank you most cordially on behalf of my Japan and China firms as well as for myself, for the time and interest you devoted last night up to 1 a.m. in giving me the opportunity to inspect and hear the various musical phonograms lately prepared in the Laboratory. I shall make special mention of this in my outgoing mail to the East on Friday next. I shall expect to receive Thursday afternoon or early Friday morning the twelve boxes containing six dozen assorted musical cylinders to be sent to Japan by Wells, Fargo express the same day. If Mr. Batchelor will give this his personal attention, as he promised to do, I shall be greatly obliged. Please do not forget to furnish me with a personal phonogram from you to Mr. Lindsley, to be enclosed with mine taken by Mr. English last evening, for Mr. Lindsley, both accompanying the 6 dozen above named. These should all be packed securely in one large case marked Frazar & Co., Yokohama, Japan.- E.P.W. #1 per express, and I should receive same early Friday morning to be in time for the outgoing steamer. I will mention to Mr. Lindsley that the net cost of these cylinders to us is 30 ¢ each.

Yours very truly,

Everett Frazar

Phono China & Japan

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK. July 29th, 1889.

J. O. English Esq.,

Mang'r Edison Phono. Works,

O r a n g e.

Dear Sir:

In reply to your favor of the 26th inst., I would suggest your having the three complete phonographs got ready as follows: One for H. E., Li Hung Chang, Peking, please mark Frazar & Co., Shanghae, E.P.W., Nos. 1 up; one for H.M., The Emperor of Japan, and one for H. M., The King of Korea, to be packed complete and marked Frazar & Co., Yokohama, Nos.1 up, E. P.W., the numbers of the packages for the Korean phono. to follow the last number on the packages containing the machine for the Emperor of Japan, in order that no confusion may arise, as both machines are to go to Yokohama on the same steamer. I understand Mr. Edison is to have handsome nickel or silver plates, with engravings for the three officials above, with compliments of the inventor, Thos. A. Edison, placed prominently on the front of the machine/ also that one or two dozen musical cylinders are to be placed inside of each of the above three sets of phono. packages. Please see that they are carefully packed with excelsior and well fastened, as they will require several transhipments to reach destination and are liable to be damaged. I am a little in doubt whether to recommend battery or treadle machines,- perhaps the latter if you think that they

H

are simplified, they being liable to be used in the absence of electricians competent to attend to the batteries, by the officials. You will please decide this matter with Mr. Edison. I will let you know a few days in advance when the packages require to be delivered in New York.

One case supposed to contain six dozen musical cylinders has been delivered at my office, but without any word from you I am a little in doubt,- also as to whether this box contains the cylinder upon which a message was recorded by me in your office on the evening of July 22nd, and whether Mr. Edison has spoken to my Partner, Mr. Lindsley, in Japan, same being also enclosed. This you were to have done, you will remember. If not done, please ask Mr. Edison to attend to this and send me the phonogram with my own to my office. Let Mr. E. speak specially of the intricate workmanship of the phonograph, the inability of the Japanese to imitate it, the large number you are turning out and all matters pertaining to the phonograph. He might send his regards to Count Okuma, of the Foreign Office and Prof. Fujioka, Eng'r of the Tokio Elec. Light Co., if he desires, the latter having been very ill.

PHONOGRAPH FOR MY OFFICE. Mr. Edison was to get the consent of the Manager of the N. Am. Co. to allow one to be sent from your Works to my office to be used here for a time in connection with my phono. correspondence with Japan and shortly no doubt, to be sent to Japan, but not sold or loaned in any case in New York. Mr. E. expected to arrange this with his friend, the Manager of the North American Co.

Enclosed I hand you original letter from my firm in Yokohama July 3rd, addressed to your office, from which you will note that Mr. Churchill left an order with the Storekeeper in your Works for certain articles to be shipped out, Mr. Batchelor assuring him that this would be attended to; but it has evidently been overlooked. They ask me to give this matter my early attention and forward same. Will you please refer this to Mr. Batchelor and the Storekeeper and reply to same letting me know when you have the extra parts ready for shipment.

I have just received by mail from Yokohama four phonograms as follows: Three for the Japanese Legation, Washington from the Governor of Kanagawa and the Foreign Office, Tokio, and one from Count Okuma, Minister of Foreign affairs to Mr. Edison. Please say what I had better do with these. Can Mr. Mutsu, the Jap. Minister at Washington, make use of these cylinders without having an Edison phono. in his office? If you have an agent in Washington with the Phonograph, he might perhaps be willing to send it around to the Japanese Legation and call to reproduce the phonograms. Please give me your ideas on this.

Yours very truly,

Everett Frazar

Phono

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES
(JAPAN AND CHINA AGENCIES.)

**EVERETT FRAZAR,**
124 WATER ST.,
NEW YORK.

19 Sept 1889

Thos A Edison Esq
The Laboratory
Orange.

Ans. Sept. 21/89

Dr Sir. In response to Mr Edison's request that I should send to Japan China and Korea for samples of every description of nax, grown or manufactured — I have now recd from Japan (7) seven samples, with particulars of Pro forma Invoices, and enclose herein press copies of same with letter from my firm dated Aug 14, specially regarding same. I am at samples from Korea and China shortly expected, when I will send all out to the Laboratory P U.S. Express. I shall be glad to learn your report on same bye & bye, and whether I can order any description, by mail or cable.

As Mr Edison is absent, I would say to the gentleman in charge that Mr Edison's desire expressed to me personally was to collect together all the above samples, with view of testing same for use in the Phono, Cylinders, and ordering certain

T. A. E.
2

descriptions, through one, if found satisfactory — later on — Wax Cylinders. My Tokohoma firm asks to know the lowest prices (vett) for these per dozen, nb, I advised to your office over the telephone, but have no response.

Please let me know — as soon as convenient — the price per dozen, vett, you charge for same to the No. Am. Phono Co. which is the rate chargeable to me, as mentioned by Mr Tate in my office —

Yours very truly,

Everett Frazar

P.S.

Through our inability to guarantee the wax cylinders in Japan, standing the climate there, we have been unable to effect any sale of a machine as yet, as fully explained in my letters to the Ed. Phono Works, none of the former cylinders sent out being moisture proof. Later ones have now been sent —

[ENCLOSURE]

Yokohama, Aug. 14th 1889.

Per "Parthia"

Everett Fraser Esq.
New York.

Dear Sir:

Wax. We beg to advise having shipped to you per S.S. Parthia & Dominion Express Co. samples of wax as per memo enclosed.

There is no difference between the Yokohama and Kobe varieties of Fish & Vegetable wax excepting their price. The Yokohama being the more expensive this is no doubt due to there being a larger stock at Kobe & also to there being more travelling that neighbourhood for the production of the vegetable wax.

The vegetable wax, we are informed in our Kobe correspondents, can be had at any time and in quantities of 100 to 500 cases, it is packed in wooden boxes 100 lbs net each, and is accepted by all steamers at current rates of freight.

Fish wax is made only in small quantities and generally during cold weather, it is very soft and would therefore have to be packed in old Kerosene oil tins, or casks. It would probably require some months to get a fair quantity together.

Bees wax can be had in quantities of about

[ENCLOSURE]

(2)

We enclose proforma Invoices of Vegetable, Bees, Fish & Whale wax for your information:

The coal words are taken from Wetmore's Code page 648.

Phonograph. Yours of July 18th to hand. We thank you for your favourable report upon the Genl Directions for Phonograph.

We shall be glad to receive the pamphlet you speak of. The blue prints were received with yours of above dates for which please accept thanks.

We beg to hand you herewith the Parcel Receipt & copy of Invoice for one box containing samples of wax.

Yours faithfully

[ENCLOSURE]

Proforma Invoice of Vegetable wax shipped at Kobe by the undersigned to New York for account and risk of the concerned.

100 Bales Vegetable wax
Pls 155 @ $14 $2170 "

Charges

| | | | |
|---|---|---|---|
| Boat & coolie hire 15 gs Chg. | $ | 15 " | |
| Locking & iron bands 20 g " | | 20 " | |
| Godown rent 10 g " | | 10 " | |
| Fire insurance 48 % | | 3 71 | |
| Export duty | | 74 80 | |
| Telegrams if incurred | | " " | |
| Commission 5 % | | 108 50 | 231 01 |

Mex. $2401 01

E. & O. E. @ 76 Gold $1824 77
Yokohama 10th Aug. 1889

Memo. Freight $13 Gold to $16 Gold per ton according to route. A ton - 16 2/3 piculs.

[ENCLOSURE]

Proforma Invoice of Beeswax, Shipped at Yokohama by the undersigned to New York for account & risk of the concerned.

[illegible] Boxes Beeswax
Pcls. 150 @ $50 — $ 7750.-

Charges

| | | |
|---|---|---|
| Boat & coolie hire 15 [illegible] | $ 15 - | |
| Packing & iron bands [illegible] | 20 - | |
| [illegible] rent [illegible] | 10 - | |
| [illegible] Insurance [illegible] | 9 78 | |
| Export Duty 2½ [illegible] per picul | 134 [illegible] | |
| [illegible] | - - | |
| Commission [illegible] | 387 50 | 569 00 |
| | [illegible] | 8319 00 |
| | @ 76 Gold | $6320 95 |

F. & R. F.
Yokohama [illegible] Aug. 1889
[illegible]

Freight $12 to $16 per ton according to route. A ton = 16⅔ piculs.

[ENCLOSURE]

One forma Invoice of Fishwax. Shipped at Hole by the undersigned to New York for account & risk of the concerned.

100 Boxes of Fishwax
Pls. 100 @ $3.50 — $ 350 -

Charges.

| | | | |
|---|---|---|---|
| Boat & coolie hire | 10 per Chg. | $ 10 | |
| Packing tins & iron bands | 250 per Chg. | 25 | |
| Godown rent | 10 per Chg. | 10 - | |
| Fire Insurance | 1 1/2 % | 44 | |
| Export Duty | 5% ad val | 17 50 | |
| Telegrams if incurred | | | |
| Commission | 5% | 17 50 | 85 44 |
| | | $ | 435 44 |

@ 7 - Gold $ 330 93

E. & O. E.
Yokohama. Aug. 14th 1889.

Mauna Freight $1 to $10 per ton according to route. A ton = 16 2/3 piculs.

[ENCLOSURE]

Pro forma Invoice of Whalewax. Shipped at Hobe by the undersigned to Newyork for account & risk of the concerned.

[illegible] Boxes Whalewax
Pols. 100 @ $4.50 — $ 450

Charges.

| | | | |
|---|---|---|---|
| Boat & Coolie hire | 15% per Pkg. | $ 15 | |
| Packing tins & iron bands | [illegible] | 25 | |
| Godown rent | 10% per Pkg. | [illegible] | |
| Fire Insurance | [illegible] | [illegible] 50 | |
| Export [illegible] | 5% ad val. | 22 50 | |
| Telegrams if incurred | | - | |
| Commission | 5% | 22 50 | 95 50 |
| | | [illegible] | 545 50 |
| | | @ 70 Gold | $ 414 62 |

E. & O. E.
Yokohama. Aug. 14th 1889.

Freight $12 gold to $16 gold per ton according to route. A ton = 16⅔ piculs.

[ENCLOSURE]

List of Sample.
Yokohama 10th Aug 1889
[illegible] Frazar & Co
Yokohama

| Mark | No. | Quantity | Price | Remarks |
|---|---|---|---|---|
| | 1 | P. Pcl | $14.25 | No 1 Vegetable wax. |
| | 2 | " | 14. | No 2 " " |
| Fish wax | | " | 3.50 | Fish wax |
| Whale wax | | " | 4.50 | Whale oil wax. |

[ENCLOSURE]

List of Samples

Shipped to Everett Frazar Esq. 124 Water Street, New York, per S.S. "Pacific" Aug 14th 1889.

| Code Mark | Marks | Quantity | Price | Remarks |
|---|---|---|---|---|
| Pinton | Vegetable #1 | per pieul | 14.25 | Vegetable Wax. Bohe. |
| Polaora | " #2 | " " | 14.00 | " 2 " " " |
| Polaina | Fish Wax. | " " | 3.50 | Fish Wax. Bohe. |
| Polendas | Whale Wax. | " " | 4.50 | Whale " " |
| Polyamo | Bees Wax | per pieul | 50 | Bees Wax. Yokohama |
| | Vegetable Wax | " " | 17.0 | Vegetable " " |
| | Fish Wax | " " | 4.50 | Fish " " |

Frazar & Co

Yokohama. Aug. 14th 1889.

Phono-Cylinders

REPRESENTING
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.

NEW YORK, Oct. 2nd, 1889.

The Manager of Edison Laboratory,

Orange.

Dear Sir:

I have your favor of the 28rd ulto. and note that you will report on the samples of wax as soon as received and duly tested in the Laboratory. I yesterday sent you a parcel containing two boxes of sample wax, one from Japan, the other from Korea. These I am given to understand comprise the entire output of wax, mineral or animal. I have already sent you copies of invoice of the Japanese wax and enclose herein a list of samples with code word re: Korean wax. From the note at foot of the invoice you will see that no considerable quantity can be procured in that country and reliable quotations are difficult to get; at the same time, if you find any of same of real value, I will execute any order as promptly as possible. I have yet to hand you samples collected from China and will forward same as soon as received. I shall be pleased to get your report upon the Japan and Korean wax as soon as convenient in triplicate, remaining,

Yours very truly,

Everett Frazar

Turned over to Mr. Ellsworth.

[ENCLOSURE]

H. Chevis + Ingram

FRAZAR & CO.
YOKOHAMA.

List of Samples

Shipped to Everett Frazar Esq., 124 Water Street, New York
per S.S. "Port Fairy" Aug. 28th 1889. 21 Sept

| Code Word | Marks | Price | Remarks |
|---|---|---|---|
| Poleita | Korea #1 | Not quoted | Korean Wax #1 |
| Polemico | " #2 | " " | " " #2 |
| Polemonio | " #3 | " " | " " #3 |
| Poleo | " #4 | " " | " " #4 |

Yokohama. Aug. 28th 1889

Frazar & Co

Memo.

No considerable quantity can be procured and no reliable quotations obtained. These samples cost $2. Mex.

F & Co

[ENCLOSURE]

Phono- China & Japan

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.

NEW YORK, Oct. 2nd, 1889.

Received ..... 18
Contents noted by .....
Answered ..... 18
Manager .....

EDISON
PHONOGRAPH WORKS
OCT 3 Rec'd
ORANGE, N. J.

Edison Phono. Works,

O r a n g e.

Dear Sirs:

I am as yet without acknowledgement of my letters of the 19th and 23rd of Sept. and shall be glad to have you look same through and reply to such points as are required by me for transmission to Japan by next outward mail.

Regarding the three phonos. for the officials of China, Japan and Korea I would say that the wax cylinders have given my firm so much trouble, whereby they have been unable to effect any sales as yet, that it would be better to await a final report on the last package of new cylinders sent out, when, if satisfactory, I shall want the three instruments got ready for prompt shipment. I will let you know about this later.

Phonographic Pamphlet. When may I expect copies of same?

NEW BATTERIES. The price lists sent me by Mr. Batchelor which I forwarded to Japan and China were marked in the ordinary way net. Please say whether this implies that they are the lowest net prices to my firm as agents of the phonograph, or are they subject to our commission, and what? The 6 new batteries mentioned in my letter of the 19th Sept. I would like got ready for shipt. from the Works not later than Tuesday next, the 8th inst., when they will be forwarded from Pier 5 N. R. via the C. P. R'y in time for the "Port Augusta" from Vancouver Nov. 1st. I shall require gross weights and measts. of same and the lowest net cost to my firm. Please mark them Frazar & Co., Yokohama, E.P.W. Nos. 1 up, N. Y.O. & W. to Prescott, c/o C. P. R'y. Kindly write me whether I can depend on the 6 packages being ready for shipment as above.

Yours very truly,

Everett Frazar

OK
EG

Phono - China

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.

NEW YORK, Oct. 30th, 1889.

Ans. Nov 7/89

Edison Phonograph Works,

Orange.

Dear Sirs:

My Yokohama house has recently shipped to the Shanghae firm spectacle #686, Phonograph No. 109 with recorder and reproducer, speaking tube, hearing tube and battery and the following extra parts : one double hearing tube, 2 glass Vs, 4 glass ear pieces for hearing tube, one extra glass jar for battery, 12 extra zincs for ditto, 1 doz. blank cylinders, 15 musical phonograms in special wooden box( one of those brought out by Mr. Churchill.

I presume there will not be any charge for the spectacle No. 686 , with recorder, reproducer, speaking tube, hearing tube and battery, as these are parts which belong to each machine . Concerning the extras I am in doubt as to the proper amount to charge and shall be obliged if you will give me a detailed memo. of the cost of each to my Yokohama house.

They also mention that when Mr. Churchill went out he took with him a list of all the parts of the phono/ with Nos. against each and that following this blue prints were sent out covering these but the Nos. of same do not at all agree with those on Mr. Churchill list. They now ask which set of Nos. is to be used in future.

Yours very truly,

Everett Frazar

Phono - Chinese

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Dec. 2nd, 1889.

Ans. Dec. 3/89

A. O. Tate Esq.,

The Laboratory,

Orange.

Dear Sir:

I would suggest your having prepared as soon as can be done 9 of the new phono. spectacle attachments for Yokohama and 3 for Shanghae. I am confident that these would simplify the working of the phonos. out there to such an extent as would assist us in disposing of the stock now on hand. Please let me know how soon these can be packed in two boxes, one marked Frazar & Co., Yokohama E. P. W. #1 with 9 inside and one Frazar & Co., Shanghae, E. P.W. #1 with 3 inside. As soon as ready for delivery we will notify you as to where to have them sent.

Also please say how soon the four phonos. for the King of Korea, the Mikado, Li Hung Chang and Viceroy Tseng of Nanking, bearing a silver plate and to be presented with Mr. Edison's compliments, will be ready. These I understand, are to have the new attachment and I would ask you to use your discretion as to whether or not they should have the treadle instead of battery movement, as less liable to get out of order when worked by the natives.

Please let me know whether Mr. Churchill should make use of the blue prints or the original numbers which he took out from

the Works himself. In his opinion, the treadle machines are preferable to the battery, for three principal reasons; 1st.- they will be used by those not at al l acquainted with the battery or the manipulations necessary to make it efficient; 2nd.- trouble and inconvenience is often possible in obtaining chemicals in that part of the world, to say nothing of the expense; 3rd.- there is always a certain amount of dirt in changing the fluids or solution, which would be prejudicial to a great many, especially those not accustome d to their use. My Yokohama firm asks me to send them out one of the treadle machines or such part or parts of it as can be attached to the machines they already possess. They also ask me to send them somemusical cylinders containing pieces by a FULL BAND and orchestra of a high class of music, such as is heard at a Thomas concert; also two or three classical piano forte pieces -- probably 3 dozen, altogether, will suffice.

Yours very truly,

Lucius Fryer

× also add for Shanghai one doz in all of these. C.F.

Phono-chem

REPRESENTING:
FRAZAR & CO., SHANGHAE,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

Copy sent to Phono. Wks Dec 12/89

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK. Dec. 11th, 1889.

A.O. Tate Esq.,

The Edison Laboratory,

O r a n g e.

Dear Sir:

In reply to your favor of the 3rd inst., I shall be obliged if you will send to my office in one box marked Frazar & Co., Yokohama E.P.W. #1, the 9 new spectacle attachments intended for Japan, and in another small box marked Frazar & Co., Shanghae, E.P.W.#1 the 3 new spectacles for that house. I would like these as soon as possible. Please also let mw know about how soon the four presentation phonos. will be ready and I will give you instructions in regard to marking same.

I hope to receive a set of nos. of parts taken out by Mr. Churchill which you say have now been changed, together with the prices of the different parts, being required in Japan and China for replacement &c.. Your prompt attention to the above, as I am pressed by each mail for same, will greatly oblige,

Yours very truly,

Everett Frazar

Phone - Chic

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York December 30, 1889.

Alfred O. Tate, Esq.,

Orange, N. J.,

Ans. Jan 2/90

Dear Sir:-

I find that Mr. Edison's contract with Frazar & Company as to the sale of phonographs in China and Japan is one of the documents of which copies will be required in perfecting the organization of the United Co. and as an exhibit to be annexed to some other contract. I am unable to find a copy of this contract in the office and would be greatly obliged to you if you would send me one the first thing in the morning, as this is doubtless one of the documents to which Mr. Eaton's telegram, concerning which I spoke with you on the telephone to-day, referred.

Very truly yours,

[illegible signature]

**1889. Phonograph - Foreign - Mexico (D-89-61)**

This folder contains correspondence relating to the commercial development of Edison's phonograph in Mexico. Included are documents concerning the formation of an Edison phonograph company in Mexico and the presentation of a phonograph to the Mexican president, Porfirio Diaz. Among the correspondents are Thomas B. Connery, Edison's phonograph agent in Mexico; Edwin M. Fox, a New York lawyer; and Juan B. Ceballos, a New York merchant. Fox and Ceballos were organizers and investors in Edison's Mexican phonograph company.

All the documents have been filmed except for coded cablegram messages and duplicate copies of selected documents. The cablegrams were originally exchanged in coded form among Edison, Tate, and Samuel Insull. The messages were subsequently decoded and transcribed by Edison's staff. Photocopies of decoded transcriptions relating to the phonograph in Mexico have been filmed in this folder. The original decoded transcriptions can be found in D-89-20 (Edison, T.A. - Secretary - Tate, Alfred O.).

Hence
Saw
Jan 24/89

Richmond Hill, L.I.
January 21 1889

My Dear Mr Edison

When I saw you at Llewellyn you asked me when I would proceed to Mexico. I told you as soon as you would have the two instruments ready for me, for nothing could be done without them. You were to have one specially for Gen Diaz and another for Ohow. I wrote the President of your intention to present one specially to him through me.

I have been waiting patiently ever since, asking Mr Fox every little while. Yesterday he told me he understood the two were ready. Is it

really so? If it be true, when can I call on you conveniently?

In view of your own unexpected delay of course you will have to extend the time to obtain the desired concession.

Please answer me at your earliest convenience, and also send me that Power of Attorney duly signed &c &c

Yours faithfully
Thomas Mooney

P.S. That is a nice claim for Gilliland & Tomlinson

Appr
Ans
Dec 28/89

Richmond Hill, L. I
January 24/89

My D. Mr Edison

All right. I was chiefly concerned about the delay on account of the agreement specifying a limit of time to obtain a concession. But as that can be arranged, a few weeks more or less will not matter much. It must seem rather odd, however to the people in Mexico, for when there we all thought the machines would be ready in a few weeks.

Send the Power of attorney right here. It is

for me of course, and there is no sense in considerable proceedings

Yours faithfully

Thomas H Conway

Law Offices of

# Edwin M. Fox,

147 Nassau Street,
Times Building,
Rooms 129 and 130,

New York, July 12th 1889 188

Dear Mr. Edison;

I have not done much with the spring attachment of the phonograph since I saw you. I have got it so it runs very nicely for about five minutes and then has to be re-wound but I made up my mind that improvements in the phonograph had better be left to you. lawyers are good enough for trying cases but they are poor scientific developers and I am more at home in Court than in a laboratory.

Mr. Ceballos with whom Mr. Connery has contracted for association in the Mexican company is one of our leading merchants and stands A. 1. as you will find by reference to the Commercial Gazette I have had numerous interviews with him and I know of my own knowledge that a better connection for Mexico could not possibly be formed. He has assurances that the concession will be granted for 15 years exclusively for the Edison phonograph, so that we need have no fear of the graphophone in that country. Immediately upon the settlement of the two points which are really of no importance in the contract with Mr. connery but which he insists upon as a business man, he will send you an order for two machines for Mexico and engage the young man from your laboratory about whom you spoke

Law Offices of
Edwin M. Fox,
147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, 188

to me. He is going to send a Mr. Curtis down to Mexico immediately as his representative to arrange as to placing machines. I knew Mr. Curtis and he is a thoroughly capable man. Mr. Ceballos introduced me today to the Spanish Minister and he and several prominent parties are coming to my office tomorrow at noon to talk into my Edison phonograph and the cylinders are to be taken by Mr. Curtis to Mexico It would be a graceful thing, if you approve of it, for you to talk a phonogram to President Diaz whom you met in this country. Mr. Ceballos says he is sure the President would appreciate anything from you.

Mr. Connery will see you tomorrow afternoon.

Very truly yours

Edwin M. Fox

Mexico

Law Offices of
Edwin M. Fox,
147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, July 12th 1889 188

Thos. A. Edison Esq.

Dear Mr. Edison;

I have at last after much difficulty succeeded in getting the phonograph interests in Mexico in satisfactory shape I have found it necessary, in order to secure the concession, and raise the necessary capital for the carrying on of the business, to make an arrangement as to part of my interest with J. M. Ceballos the head of the firm of J. M. Ceballos & Co. 30 Wall Street New York City. Mr. Ceballos is a very wealthy man, the head of a transatlantic company of steamers and stands as high financially in this city as any man doing business with Mexico. You can very readily find his rating. He is a man of great ability, influence and energy He hs been in communication with the proper parties in Mexico and has the assurance of the exclusive concession of the Edison phonograph for 15 years at least. He has agreed to furnish all the capital necessary for the carrying on of the business but there are two points in the contract that he must have your assurance about. The first is with reference to the clause that the Mexican company shall bind itself to take at least 1000 machines during the first year. He don't want to be bound to take so many as it may take more than a year to get the business fairly established and besides he is sen-

Law Offices of
Edwin M. Fox,
147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, Ju 188

sible of the fact that you are making important improvements all the time and he would not like to have 2000 machines of the present pattern if the future machines are improved thereupon. He wants from you a letter to the effect that the company will not be bound to take so many during the first year. Second, he wants Clause 6th with reference to the privilege inherent in you to subscribe for one half of the remaining third of the capital stock of the company modified. He willagree to subscribe for the entire third, so that you are not bound to invest any money whatever in the enterprise. Of course this is in accordance with your idea as you probably do not want to invest any cash money in the enterprise. His idea is to invest $50,000 in cash as a working capital but if more is necessary he will invest more. A letter from you to the effect that you waive your right to subscribe for any portion of the working capital will be all that is necessary. Immediately upon the receipt of this he will send his representative to Mexico and start the business,having already arranged for the concession, and you and Col. Gourand will then receive your one third of the entire capital stock as per the agreement. He also authorizes me to engage the young man about whom you spoke to Mr.Fox to go to Mexico as a mechanical expert with the

*Law Offices of*

**Edwin M. Fox,**

*157 Nassau Street,*
*Stones Building,*
*Rooms 129 and 130.*

*New York,* ..... 188

machines at a salary of $25 per week and his travelling expenses.

As it is necessary for these points to be settled immediately I will call upon you tomorrow at the laboratory at 4 o'clock in the afternoon.

I congratulate you as well as myself upon my having formed so excellent an arrangement, as the name, influence and enterprise of Mr. Ceballes in Mexico will assure the most complete success for the phonograph.

Very respectfully yours

Thomas A. Edison

Law Offices of

# Edwin M. Fox,

147 Nassau Street,
Times Building,
Rooms 129 and 130,

New York, July 13th 1889 188

Dear Mr. Edison;

Re Mexican Phonograph Company

Mr. Ceballos informs me today that it is necessary for the Congress of Mexico to ratify the phonographic concession and that Congress will not convene until the latter apart of next September. In view of this fact it will of course be necessary for you to extend the time until Congress meets. I would suggest that it be extended 60 days after the commencement of the next session of Congress. Please write Mr. Connery a letter to this effect.

Mr. Ceballos is very enthusiastic over the phonograph.

Very truly yours

Edwin M. Fox

Insull
This is good Excuse to
get Gouraud to
Extend

Phone: Foreign - Mexico

Telegram.

New York, July 13, 1889.

Thomas B. Connery,

Mr. Edison out of town. Will not return until Monday.

Edison Laboratory.

Mexico

Law Offices of
**Edwin M. Fox,**
157 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, July 16 1889

My Dear Mr. Edison

I have just received your despatch telling me you have cabled Jouaud asking for the required extension. I am afraid of Jouaud's delays, and above all am I afraid of losing this grand opportunity to establish the phonograph in my field of operations. The Caballero is so desirable a party, that no delay should be allowed in closing with him, and I open close ~~now~~ in five minutes when an assurance from you reaches me that the extension of time will be granted. Let me urge you therefore to send me by telegraph such an assurance to-morrow morning whether you have heard from the formidable London procrastinator or not. The

consummation of our deal now depends absolutely on an immediate assurance of an extension.

As to the other points of course if you really deem it necessary you can communicate with Gouraud by mail. But dont delay to send the assurance, and do it by telegraph to Mr Fox, so that no delay may occur.

Sincerely yours

Thomas H. Cormery

Phono-Foreign

Form No. 1.

# THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| F | Lui | Bn | 10 Pd |

Received at Lu 7:48 July 16 1889

Dated Richmond Hill L. I. N.

To Thomas A. Edison

Please telegraph Fox some general assurance can be used today

Connery.

Phono-Foreign

Telegram

Thomas B. Connery July 16, 89.

Have cabled Gouraud, asking for an extension of time.

Thos. A. Edison.

Phono-Foreign

T e l e g r a m s.

New York, July 17th, 1889.

Thos. A. Edison, Orange, N. J.

Meeting with Ceballos noon to-day. Must give him assurance that two months extension will be granted. Can I do so. Answer telegraph important. E. M. Fox.

Edwin M. Fox, July 17, 1889.

Will grant two months extension on my own responsibility. Cannot extend further until authorized by Gouraud.

T. A. Edison.

MEXICO

Law Offices of
**Edwin M. Fox,**
147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, July 17th 1889

Thos A. Edison Esq.

Dear Mr. Edison;

Your telegram giving the two months extension came duly to hand. This enables Mr. Ceballos to arrange about the concession with the Mexican Congress. Congress meets on the 16th of September and I have no doubt from what he says that he will be able before the time expires, which will be under your extension October 28th 1889, to get the concession ratified by the Mexican Congress. Mr. Ceballos today executed the contract whereby he undertakes to proceed at once to the best of his ability to organize the Company under the terms of the Gouraud-Edison-Connery contract. He is thoroughly in earnest and I believe he is the very best man that we could get to promote the interests of the phonograph in Mexico.

Will you kindly have Batcheler see the man of whom you spoke to me as phonograph expert and upon receipt of word from me send the man to me and I will bring him to Mr. Ceballos who will engage him. I speak of this particular man because you recommended him to me but any man whom you suggest will be engaged by Mr. Ceballos to go to Mexico as mechanical expert.

Sincerely yours

Edwin M. Fox

105

Law Offices of

**Edwin M. Fox,**

157 Nassau Street,
Stones Building.
Rooms 129 and 130.

New York, July 19th 1889 188

Dear Mr. Edison;

Can you meet Mr. Gennery at the laboratory on Monday next at 2 P. M?

Truly yours

Edwin M. Fox

[PHOTOCOPY. ORIGINAL IS IN D-89-20 (EDISON, T.A. - SECRETARY - TATE, ALFRED).]

New York, July 24, 1889.

Tate,

Hotel Metropole, London.

Connery wants following changes Mexican contract. Number machines five hundred. Gourand and Edison rights subscribe for shares to be waived. Connery has first class parties who will put up all necessary money. Edison strongly advises our acceptance changes. See Gourand.

Insull.

as follows:-
"Connery wants three
" months extension to
" Mexico to get Government
" Concession. Arrange
" it with Gowrand.

and on the 17th of July I handed you another extract from a cablegram I had received from America reading

"Edison took responsibility
" giving Connery two months
" extension which we think
" ensures strong company
" with monopoly franchise
" directly Mexican Senate
" meets. Ask Gowrand
" confirm extension."

At your request I replied ~~to the Letter~~ on July 18th saying Gowrand Consents

Phono Mexico

Telegraphic Address,
VICTORIOLA, LONDON.
Telephone No. 6606.

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

Sep 13/89

Col Geo. E. Gowrand
London

Dear Sir: I understand that you have not yet formally confirmed by letter the assent which you gave to certain concessions which were made Mr. Thos B. Connery in connection with the Phonograph business in Mexico.

On the 16th of July last I handed you an extract from a cablegram I had received from America, reading

Connery extension." "Writing confirmation"
which you told me at the time
you would do.

On July 24th I handed you copy
of another cablegram addressed to
myself same day as follows:-
"Connery wants following
" changes Mexican Contract
" Number machines five hundred
" Gouraud and Edison rights
" Subscribe for shares to be
" waived - Connery has first
" class parties who will put
" up all necessary money.
" Edison strongly advises
" our acceptance changes
" see Gouraud"
To which at your request I again
wired your assent.
I spoke to you about this matter
in Paris and you said you
would write a confirmation
as soon as you reached London.
If you have not already
done so will you please ~~send~~ mail
your confirmation to America

Telegraphic Address,
Victoriola, London.
Telephone No. 3506.

Hotel Victoria,
Northumberland Avenue,
London, W.C.

at once and send me a copy of the same. I should be glad if you could find it convenient to catch the Steamer which carries mails to America tomorrow, Saturday 14th inst.

Jos. Clark

Mexico

Law Offices of

# Edwin M. Fox,

137 Nassau Street,
Times Building,
Rooms 129 and 130.

Ans. Oct. 9/89.

New York, Oct 5th 1889 188

T. A. Edison Esq;

Dear Mr Edison;

Mr Connery and myself start for the City of Mexico next Monday. We shall stop in Washington long enough to get Minister Romero, Secry Blaine and if possible the President to talk phonograms to the Mexican authorities. For that purpose I will bring to Washington the machine I use in my office. We will also stop in Nashville and there engage as expert a young man formerly employed in your phonograph factory who speaks Spanish . He is well endorsed by your people as thoroughly capable. He left your factory to accept an engagement with the Tennessee Phonograph Company.

You will be pleased to know that we are taking with us phonograms to the President and high officials in Mexico, spoken by the leading Mexican officials in this Country. These we obtained at a dinner recently given by Mr Ceballos at the down town club at which were present a large number of prominent gentlemen. The phonograph worked magnificently on that occasion. I also take phonograms from prominent newspaper men here to the leading newspaper men of Mexico which will be of great assistance to us. Although I have some 20 excellent musical records, like Oliver Twist, I want more and I would much appreciate any that you be able to send me from the labo

Law Offices of

# Edwin M. Fox,

2 Edison

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127 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, ..... 188

ratory, as I know you frequently get some good ones there. I want particularly a phonogram spoken by yourself to President Diaz, tendering him in your name the Phonograph designed for him. You can forward it to me care of the U.S. Legation City of Mexico.

Mr Connery and myself went to your factory on Friday to see about the two machines set apart for Mexico and we left an order for thier immediate shipment via Wells Fargo Express. The freigh and all expenses will of course by paid by us. Please have Genl Diaz name on a plate on the one that goes to him. Concerning the battery to be used, I would prefer storage batteries, if you have them, if not send the best batteries you have. I will take from here a couple of storage batteries, such as the Metropolitan Co use in addition. In the order for the machines, we did not specify particularly the accessories to the phonographs but we rely upon you to ship complete outfits in all details for the two machines, including extra recorders and reproducers, cords double ear pieces et

Will you kindly see that there is no delay in the shipment .

Our latest advices from our associates in Mexico are very encouraging concerning the concession and we hope to secure it without delay. Regretting exceedingly that I will not have the pleasure of personally seeing you before my departure and congratulating you

I am, Sincerely Yours

Edwin M. Fox

Phono - Mexico

Cable Address "Edison, New York."

# From the Laboratory of Thomas A. Edison.

Subject, _____ Orange, N.J. Oct. 9, 1889. 188

Dear Mr. Fox,-

Mr. Edison reached home on Sunday, and has just read your letter of 5th instant.

If you have not succeeded in obtaining an expert in Nashville, let us know at once. We can find a young man who speaks Spanish, and get him ready for you in a very short time.

Yours very truly,

Private Secretary.

Edwin M. Fox, Esq.,
147 Nassau St., New York.

Your machines will be expressed not later than tomorrow

Fote

Phono - Mexico

Cable Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject,

Orange, N.J. Oct. 9, 1889. 188

J. C. English, Esq., Manager,

Edison Phonograph Works,

Orange, N. J.

Dear Sir:-

Here is a letter from Mr. Connery, in regard to a phonograph for President Diaz. Will you kindly let me know what is being done about the machine.

Yours truly,

A. Tate

Private Secretary.

M.

[ENCLOSURE]

Phonograph - Mexico

Richmond Hill
Long Island
New York, Oct 5/89

Ans Oct 9/89

My Dear Mr Edison

I fully intended calling on you Monday next, before my departure for Mexico with Mr Fox; but I fear I will not be able and therefore write to you. Perhaps this is better, as you will be overwhelmed with business and social demands for some days following your return.

I left written instructions with your Mr English about the Diaz Phonograph and the other perfected Phonograph which you promised to have ready for us and ship to Mexico, as we might request with all the supplies and a number of musical and other cylinders for Presbt

**[ENCLOSURE]**

Diaz and general exhibition purposes. On one of the cylinders will you speak a special message to General Porfirio Diaz, asking his acceptance of the phonograph &c &c. Will you also have his name placed on his special phonograph as follows:—

"President Porfirio Diaz"

Porfirio Diaz

Any new tasks you may have will be welcome, especially by distinguished people in Europe and America.

Wishing you long life and happiness I am

Yours as ever

Thomas Lowery

Form No. 1. Photo-Mexico

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THOS. T. ECKERT, General Manager. NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---|---|---|
| 33 | Vui | 9 Pd | 12:33 |

Received at ORANGE N.J. Oct 12 1889

Dated New Orleans La 12

To T. A. Edison Confirmed Oct. 14/89

Oct 8/89

Please telegraph me to Laredo Texas when machines left

S. B. Connery

Phono - Mexico

Hotel Iturbide
City of Mexico. Nov 8. 1889

Ans. Nov. 18/89

Dear Mr. Edison: I am more than pleased to be able to tell you that last night President Diaz & his whole family received us at his private residence, & was enchanted with the Phonograph & at hearing your voice that I translated (your words) into Spanish, & he immediately asked for a Cylinder & answered you, "Calling you the Sovereign of Inventors," as you certainly are.

I trust to meet with success & shall leave no stone unturned to accomplish the desired End.

Mr. Edison, unfortunately we only had 3 single hearing tubes, & tho I connected them together please ask the Works to ship me off at once, say 4 sets of six, & also four 1-14 funnels.

Mr. Fox left this morning & takes with him President Diaz answer to you.

I am, Dear Sir, faithfully Yours
J. Balleras

T. A. Edison Esqre

Phono-Mexico

Richmond Hill, Long Island, N.Y.

November 21 1889

Mr. Nov. 21/89

Dr Mr Edison

I reached here last night, and will see you at any time that may suit your convenience. Notify me when you are ready, and I will go out to the Park.

I hope Mr Fox has given you the cylinder on which Prendt-Diaz spoke.

Wishing you all health & pros. I am

Yours faithfully

Thomas B Cormery

Mexico

Edwin M. Fox,
Attorney and Counselor at Law,
Times Building
147 Nassau Street,

Ans. Dec. 9/89

Cable address "Medullin" New York
Telephone No. 1344 Nassau

New York, Dec 4th 1889 18

Dear Mr Edison;

For interesting Spanish reading I send you enclosed a clipping from an influential Mexican paper, just received by me, from which you can see that the descendants of Montezuma continue in ecstacies over the phonograph, Their admiration for you finds voice in such expressions as "Rey de los inventores" and "Genio del Mundo".

I forgot to mention to you the other day that as one of my first steps in Mexico I extended an invitation to the Mexican Commissioner of Patents to examine the machine. He came to the hotel and I took particular pains in explaining all the details and pointing out to him the broad scope of your invention. As the result I can say that should any of " the gentlemen on the other side" hereafter turn their eyes toward Mexico with a view to obtain patents for "graphophones" they will meet with a cheerless reception.

Truly Yours

Edwin M. Fox

P.S.

Since my return my little daughter has been teasing me to get one of your pictures with your autograph . If you have one to spare I would appreciate it very much.

E.M.F.

[ENCLOSURE]



"Diario del Hogar".

ANUNCIOS.

Tarifa ordinaria en la cuarta plana, un centavo por palabra.—Dos columnas, un peso, treinta centavos.—Tres columnas, un peso, treinta centavos.—Cuatro columnas, dos pesos.—Cinco columnas, dos pesos, treinta centavos.—Seis columnas, tres pesos.—Las suscriptores, los periódicos, y los de la capital, pagan la mitad de lo que pagan los demás.—Los suscriptores, los periódicos, y los comerciantes, pagan la mitad de lo que pagan los demás.

Los avisos en letras gruesas, cuestan á centavo, por palabra.

Todo dinero debe ser remitido al director del "Diario del Hogar".—Las cartas, deben ser franqueadas.

No se devuelven originales.

—Triste, triste, me dijo, y, poco momento, nos despedimos.

Molino y pensativo, me volví á mi hogar, reflexionando lo que aquel contaba en su país de nosotros, y con el deseo de hacer con él otra excursion, que no le sea tan desagradable.

# EL FONOGRAFO

La mayor parte de la capital ha venido ocupándose en estos dias del célebre aparato con cuyo nombre encabezamos estas líneas y el que como saben nuestros lectores es la última invencion del "rey de los inventores" T. A. Edison, á propósito entes de emitir nuestra opinion hemos querido oir la de nuestros colegas y por lo tanto hasta ayer no hemos convehornos por nuestros ojos lo mejor dicho por nuestros propios oidos, que todas las alabanzas que se han hecho referentes al fonógrafo, son pálidas comparadas con la realidad, pues verdaderamente es un aparato maravilloso y perfecto en su uso.

El Sr. D. F. Billeres, que sé dicho de paso, es de persona distinguidísima y apreciable siendo buena prueba de ello que en los pocos dias que lleva en México ha logrado ganarse las simpatías y amistad de cuantas personas han tenido la suerte de conocerlo, es el gerente, que ha nombrado "el Sr." Edison en México y grabó á su amabilidad pudimos admirar todas las maravillas de este aparato asombro del mundo entero, que positivamente "despues de oido parece una nota del otro mundo" á decir de brujería por lo que el Sr. Billeres hubiera tenido la "degracia" de desbarrar en los buenos tiempos de la inquisicion, pues, no habia seguramente sido tedido en la hoguera.

El Fonógrafo es el fiel intérprete en el vocal como de cualquier sonido que se pongá en su contacto: no pueda mentir y todo sonido que en el fonógrafo se imprima, es reproducido luego y para siempre mientras no se quitie el cilindro, tal como lo recibió por lo tanto esa llamado á hacer una revolucion completa en todo lo que se refiere á documentacion, testimonios, etc. ¡Qué no pueda darse por 28 que la propia voz de una persona cuentas obra se habia de producir idéntica en un caso negativo.

En efecto, cualquiera pueda fácilmente hacer su testamento en el fonógrafo, para ante testigos, testamentos y otros acontecimientos que no pueda discutirse la verdad del parecer ahora mirándolo bajo un punto de vista más práctico tedemos como actualmente sucede en los Estados Unidos, que el hombre de negocios abrumado de asuntos y que sin principio tiene que atender á los de la calle, como á los del despacho antes de salir y aun la pérdida natural de tiempo le indaque que dictar, hablé al fonógrafo cuantas cosas á asuntos tanto de despacho así de quinientas durante su ausencia, de las oficinas públicas y privadas un profesor hace repetir al fonógrafo una lección tantas veces como quiere, hasta que quede grabada en la memoria de sus tiernos discípulos: puede darse cosa más bella que después de haber perdido un ser querido, poder una persona dir cuentas veces desee su cariñosa voz y oaso sus valiosos consejos. ¡Nunca cierto que no daríamos mayor gusto á un hijo cuyo padre está á miles de leguas de distancia recibir su carta hablada en vez de escrita! Las ventajas del fonógrafo son en verdad innumerables y tan de lo naturalmente en aumento no el curiosidad en todos.

El Fonógrafo tal y como hemos tocado consiste en un cilindro de cera que se coloca en un aparato que no tendrá más de una tercia de longitud y que se mueve á bien con un pedal, y un medio de transmision de electricidad.

[illegible]

Ohmo - Mexico

Ans Dec 19/89

Richmond Hill, Long Island,
December 13 1889

My Dr Mr Tate

Thanks for your despatch advising me of the Edisons absence from the Jerseys. It is unfortunate, but inevitable, I suppose.

Will you kindly inform me whether a letter for Col Gouraud, which I sent from Mexico, care of the Edison, was forwarded? I have received no word from the London magnate, and cant understand it.

Will you also inform me whether it is true, as I am informed, that some of the newest machines all now on the Newyork market? I am anxious to learn how soon four or five hundred might be ready for Mexico.

Yours faithfully
Thomas B Cormery

DOMESTIC

J. M. CEBALLOS & CO.
CABLE "CEBALLOS"
P. O. BOX 3424.

Dec 21/89

80 Wall St.
New York Dec. 13th 1889.

Mr. A. O. Tate.
Edison's Laboratory.
Orange.

Dear Sir:

Pending Mr. Edison's return and my interview with him, will you kindly inform me whether Mr. F. M. Guyard, employed in your laboratory, is personally known to you and what is your opinion as to his capacity, integrity and fitness to organize & superintend the Phonograph service in Mexico.

Thanking you in advance, I am
Yours truly
J. M. Ceballos
per A. Cuyás

G is a first-class mechanic the finest workman I have with a little training on phono he would good man for mechanical dept but not for business

Phono - Mexico

ack
Dec 19/89

Richmond Hill, Long Island,
December 18, 1887

My Dr Mr Edison

As I had not seen his name in the papers, I was surprized not a little to learn from a friend yesterday that Col Gouraud was in New York. Will you give me his address by return post, as I wish to speak with him. Some days ago I received a letter or despatch from Mr Tate telling me you would not return for two weeks, and I wrote him asking him to let me know if Col. Gouraud had received a letter from me sent from Mexico in your care. Mr Tate has not answered me, so that I am not a little puzzled.

Yours faithfully
Thomas B. Connery

over

I was most anxious to confer with you as to the kind of cylinder suitable for the Mexican post office. Mr Ceballos was very desirous of conferring with you also before completing the organization.

DOMESTIC

J. M. CEBALLOS & CO.
CABLE "CEBALLOS"
P. O. BOX 3424.

Dec 21/89

80 Wall St.
New York December 19th, 1889

Mr. Thos. A. Edison,

Orange.

Dear Sir:-

We have placed in the hands of our attorneys, Mess. Stearns & Curtis, 58 William Street, the papers referring to the Mexican rights under your patents, for the purpose of advising us as to the formation of a corporation, and we have selected the name of the Edison Spanish-American Phonograph Company as the title of the new corporation.

The details are to be arranged in accordance with their advice, and we will communicate further with you in regard to it.

We will take it for granted that the above title meets with your approval unless you notify us to the contrary, and we remain,

Yours truly,

J. M. Ceballos & Co
per A. Cuyas

Edison Mexican Phono Co

DOMESTIC

J. M. CEBALLOS & CO.
CABLE "CEBALLOS"
P. O. BOX 3424.

(C.)

Ack. Dec. 28/89

80 Wall St.

New York December 24th, 1889

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:-

Your favor of 21st inst. at hand, and contents noted,

It was our intention in suggesting the "Edison Spanish American Phonograph Co." not to confine our proposed Company solely to the Mexican territory, as we were in hopes that eventually arrangements could be made whereby our interests would be extended to other Spanish American countries.

It strikes us that by so doing a consolidation of all that business could be made, and satisfactory terms made with any other parties that may have a prior claim upon you for concessions in any of the other Spanish American countries.

Awaiting a reply before taking any further step, and any suggestions in this matter, we remain,

Yours very truly,

Ceballos & Co.

P.S. We would suggest that after the incorporation of this Co. some Companies be established in which the mother Company would have an interest, and in that manner the Edison Mexican Co. could be established and your name be attached to all the Companies in the other Spanish American countries.

Ans. 4/

phone - [illegible]
Ack. [illegible] 28/89

[illegible] 49 N

Richmond Hill, L. I.
[illegible] '89

Dear Mr. Edison

I enclose herewith part of a letter from Ceballos & Co received by me today. You will notice what he states abt. an interview with you. I am afraid I have no "influence" at present with the Edison administration, but I feel bound to second ish Ceballos wishes as to an interview. He is a very busy man like yourself, but is willing to go to you any day you may fix, laying aside all his other engagements. I have told him that in consequence of your absence no doubt many letters, in your voluminous correspondence, must have been overlooked.

I saw Gouraud for

a few moments yesterday and he told me about the important negotiations looking to the removal of the graphophone competition. I am afraid there is going to be some further delay which may seriously affect our Mexican interests.

A Merry Xmas to you and yours and may you never die, at least until we can be assured of flying.

Yours faithfully

Thomas B. Rosmery

Employment

# EDISON LABORATORY.

TELEGRAM.

18

From Dear Sir,

To

Mr English told me I might call on you. I will do myself the pleasure of returning Tomorrow. My object is to see you re "Mexico" where Mr English tells me a 7 % is starting. I thoroughly know Spanish share very influential friends in Mexico - in fact I gave Mr Payne a letter or two, before I left. So I venture to offer my services as an Expert one who thoroughly knows the

Machine having learnt all its branches here at the works.

Mr English told me he would willingly give you all details you may require. Pray excuse the liberty.

Respectfully Yours,

J Ballerras

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127

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*(1887–1898)*


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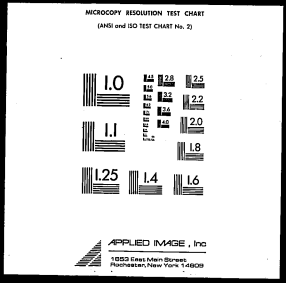


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